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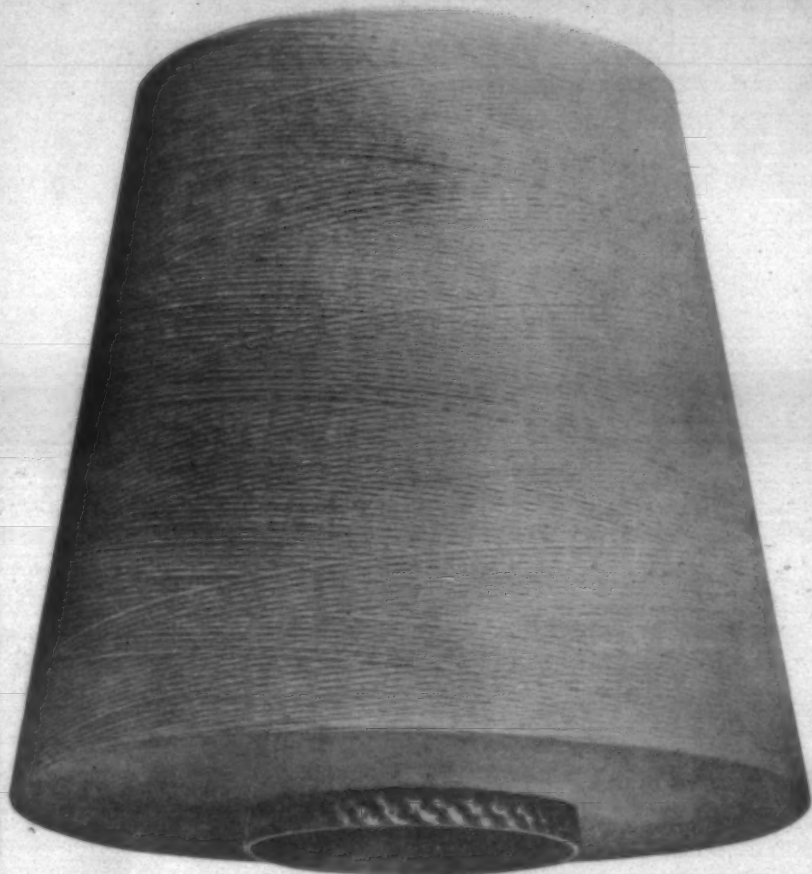
VOL. I

CHARLOTTE, N. C., MAY 18, 1911

NUMBER 12



ELLISON A. SMYTH
President of the American Cotton Manufacturers Association



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often bears a close relation
to adaptability of equipment

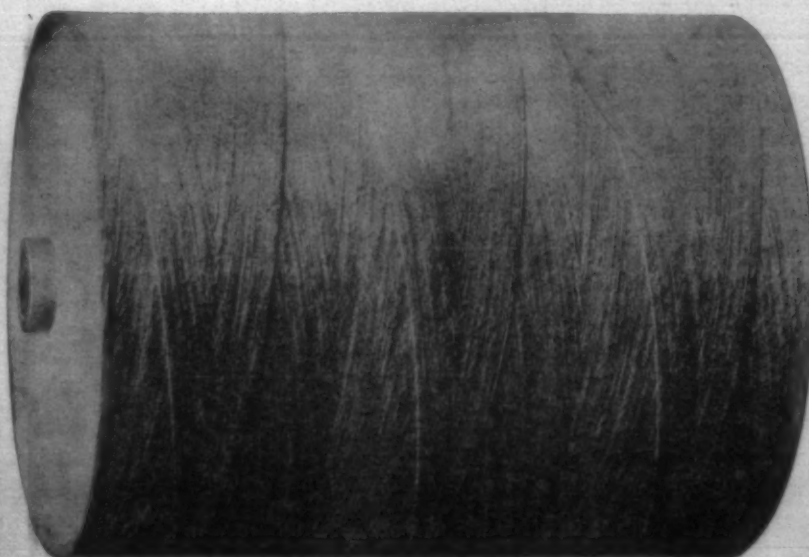
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SOUTHERN TEXTILE BULLETIN

VOL. I

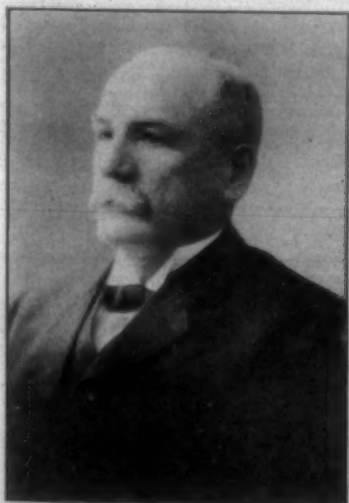
CHARLOTTE, N. C., May 18, 1911

NUMBER 12

Address of President D. Y. Cooper

I greet you most cordially upon this, the fifteenth annual convention of the American Cotton Manufacturers' Association. I feel that special thanks are due to our Board of Governors, and that they are to be heartily congratulated upon their happy selection of this place, which has enabled us to meet amid such pleasant and comfortable surroundings.

This beautiful city of Richmond, whose history is that of progress and development, with its live, wide-awake, energetic and intelligent business men, its splendid



D. Y. COOPER,
Henderson, N. C.

citizenship, its magnificent hotel facilities, has always been noted for its open-hearted and delightful hospitality, and those who enter its gates are made to feel at once the sincerity of its welcome.

There is no place within my knowledge where the evidences of advancement along all lines, and especially in its financial, commercial, industrial and manufacturing enterprises, are more marked and manifest than here.

Hence, I am sure that coming together under such favorable circumstances will make this, both in its social and business features, one of the most pleasant and profitable meetings in the history of our Association.

The object in forming this corporation was to extend and encourage investigation and experiment in scientific methods of cotton and

textile manufacturing and to permit social intercourse among persons engaged in cotton manufacturing and allied pursuits. An attractive program has been prepared, embracing many subjects, hence, my purpose is to give only a short outline of what has been undertaken and accomplished during the year. These annual meetings are, and should be, of greatest importance to everyone interested in cotton growing and cotton manufacturing. The Association has grown from a few in number to a strong organization, having now about twelve hundred members, composed largely of manufacturers and those engaged in kindred pursuits, making a most congenial organization.

The business situation for the past year has not been encouraging. Cotton manufacturing, in its various phases has puzzled the oldest, most skilful and most successful manufacturers. Profit and loss accounts have claimed attention and closest scrutiny. Schemes and plans have been devised for cheapening production, lessening waste and the cost of distribution. Activities along this line may serve us well in the future. Depression in the business has been continuous for the year. Curtailment has been resorted to, but not in a general or co-operative way. Had there been a general curtailment, it would have doubtless relieved in a large measure the situation, preventing much uncertainty and loss. Manufacturers have never economized so closely, and the cost in many instances has been reduced to a minimum. There is a better understanding between buyer and seller. The evils of cancellation have been, to some extent, eliminated. Commercial integrity is getting on a higher plane.

A cordial invitation was extended to your officers and we met with the officers of the National Association of Cotton Manufacturers in New York on October 19, 1910. Notwithstanding the fact that both Associations have been in existence for many years, this was their first joint conference. The President, Mr. Franklin W. Hobbs, in opening the conference, stated: "There is so much in common in the purposes of the two organizations here represented by their officers, that it appears as if the interests of the cotton manufacturer would be enhanced by coincident, although in-

dependent, lines of policy, and such uniformity of action would have the greater force through the logic of numbers." Matters were discussed pertaining to their mutual interests in a friendly manner, exchanging views on various subjects. After a most harmonious conference, we adjourned with the understanding that a call meeting would be held in Washington, D. C., during the early part of the new year, to which the officers of the Farmers' Union would be invited.

President Hobbs called the Washington conference to meet February 2, 1911. There was a full attendance from both Associations, but, for some cause, delegates from the Farmers' Union were not present, which was to be regretted. The consensus of opinion of the delegates present was that the interests of the growers, manufacturers and distributors of cotton are so closely identified that they should meet and discuss matters pertaining to the growth, sale and manufacture of cotton in the most open and frank manner. Subjects for discussion were, "Ginning and Baling of Cotton," "Bills of Lading," "Standard Samples," "Buying of Cotton," "Sales Contracts," "Warehouses," and "Forest Conservation." These subjects were discussed pro and con in a full, intelligent and comprehensive manner.

Ginning and baling of cotton and the question of tare elicited a lively and interesting debate. The wasteful manner in which American cotton is baled and marketed was criticised sharply. No other product of the earth, so valuable and so necessary for the comfort of mankind is handled with such careless, reckless waste. The weight of covering used is out of all proportion to that used upon similar products from other countries. This could be avoided were we to adopt the covering which is used so satisfactorily on cotton from foreign fields, and thereby eliminate a friction which so often arises between seller and buyer as to damage, lost weight, etc. In lieu of the antiquated compress systems, gin-compression should be adopted, a more advanced, economical and compact method. Gin-compressed cotton should be given the preference in price and use. They appreciate the fact that this change (of discarding the old methods and adopting the

new), could not be made at once, but could be done within a reasonably short time, and would prove a great saving to growers, manufacturers and all consumers of cotton. The standard samples recently promulgated by the government were approved and recommended to the farmers, exchanges, dealers and manufacturers, and it was suggested that the same be adopted, opinions being freely expressed that the type samples were reasonably fair representations. Also that it would be desirable to have uniform samples, bales and coverings on all American cotton. I believe that for a product so important to interstate and international commerce, and entering so largely into the world's usage, standard grades and tare for each bale should be established by Federal statute.

The subjects of buying of cotton, sales contracts, bills of lading and demurrage were all discussed, and valuable recommendations made relative thereto. Warehousing cotton in the South was considered, with the hope expressed that in the near future all cotton held in the interior would go into local warehouses so soon as baled, and that some plan might be adopted by the exchanges and others concerned, whereby the delivery of this cotton would be made to the buyer at certain ports or markets, upon mutually fair terms.

The forest conservation bill before Congress, which was so strongly urged by both Associations as a matter of greatest importance, has since been passed.

The Presidents of the National Association, the American Cotton Manufacturers' Association, and the Arkwright Club were requested to appoint two joint committees, three members from each, to be known as "The Committee on Cotton Exchanges," and "The Committee on Ginning, Baling, Buying, Tare, etc." These committees were requested to take these questions under advisement, and report as soon as practicable the results of their deliberations and conclusions. We hope to have these reports made at this meeting.

I take this occasion to express my appreciation and that of this Association to the National Association for the kind and courteous manner in which we were received

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Importance of Cotton Goods Export Association

By Howard Ayers before American Cotton
Manufacturers Association

IT is not alone in physical appetite that there is such a thing as intemperance. Excess is the unbalanced expression of many zealous souls and ranges from harmless exaggeration to trespass upon the rights and liberties of others. A dissipation peculiar to the American people is the multiplication of societies and associations, organizations of every conceivable kind, for every form of activity and every purpose that can be imagined. This tendency is a field of profound interest for study of certain traits of human nature. Even in the pursuit of wealth, the most selfish and absorbing of man's occupations, this propensity to be gregarious, to organize, cannot be escaped, and we have exchanges and chambers of commerce, associations of one kind and another, and business men's clubs, until no man can profit to himself alone. In such a condition of affairs one who proposes another association, or to extend the activities of one existing, and asks for recruits, is put upon the defensive, must justify his proposal, and give reasons for adding to what may be called in some sort of a burden.

When the word gregarious is applied to this tendency of men to organize, it is as illuminating as any explanation can be. Man has ever found it necessary to associate himself with his fellows, in helplessness of the individual before perils, in the need of union to accomplish great things. It is not an exaggeration to say that just this necessity compels the business man today. He is surrounded by perils, and if they are not so spectacular as those that struck terror to the heart of the primitive man, and drove him to band himself with others, they are no less real. It is only the occasional man who is strong enough of brain and purse to do alone the great things that our modern structure demands, to guard himself without aid from the dangers that the magnitude of the fabric of business creates. Finely wrought as most commercial conditions have become, perhaps because of the intensity of their demands, trade is still a struggle for existence. The very extravagance of organization that is the expression of certain lines of progress often threatens the individual. Man has set up governments, and, from the days of King Stork to the present, has found that to secure protection or guidance in one direction he has given power that oppresses him in another. Even in our own form of government, that is so much of ourselves, we take measures without sufficient thought, and find that we have given to courts and lawyers and politicians instruments of interference while they are being worked into bulwarks of protection. International relations foster impediments of other sorts, against which the individual is helpless, making the curious situation that he must work upon them through his

own government, but can rarely prevail in that direction unless he brings to bear the pressure of numbers.

The export trade is a struggle for existence, not only of individuals but of nations. Those who are trying to maintain the export of cotton manufactured goods in the foreign commerce of the United States are engaged not so much in an effort to absorb it for themselves individually as in the keener competition of merchants and manufacturers of other countries for such world markets as are open for the products of our mills. It is a peculiarly hard fight, in which we have won our way by merit of merchandise, by pluck and persistence, but on a margin so narrow that often by sacrifice only has the field been kept. In this competition with other producing countries we have the theoretical protection and co-operation of our own government. We trade under the arms of treaties assuring to us equal rights, ample in their provisions and supported by the whole power of a strong and respected government. There is no question of security of person and property. We are offered the services of highly-organized and numerous-manned bureaus of governmental activity in gathering information. More than that, there is, in all these agencies of government a very earnest desire to help. The sincerity of intention is undoubted, and the activity considerable. The difficulty there is that the men employed have had no business training, and lack the sense of proportion, that perception of the fitness of things that schools and books cannot give, and that can be won nowhere but on the battlefield of trade. There theory gives place to hardened experience, very much as most of the pomp and circumstance of the establishment of war is left when men fight for life and power. Perhaps in this direction lies a principal use for an export association. There is no occasion for a display of force or anything approaching compulsion. The men are ready and anxious to do any reasonable work required of them, but it needs more than the request of an individual to convince a department of bureau of the government that what it is doing may not be the highest and most intelligent service. Moreover, the individual does not always know just what is most wanted, or have time to work out the detail and formulate the request. The process of education is within as well as without. An organization must have a very clear perception of that which will best advance the interests of its members before it can be at all convincing in quarters where it seeks help or protection, and such knowledge can only be acquired by the consultation and in-

terchange of ideas possible in a compact and homogeneous membership. If an association has many and diverse interests, is trying to cover too wide a field, to become of political and social importance as well as commercial, it is difficult to concentrate its activities into specific benefit such as is required by those seeking to do an export business.

For instance, no one thing is so strongly desired by the cotton manufacturers of this country and their agents as a revival of the export trade in cloth with China. True, that is not the whole of the export trade in that article; other countries take a very considerable quantity of the product of our mills, and will take more as trade adjusts itself to coming new conditions, but China has been the large buyer of that kind of cloth in which we can most successfully compete with other producing countries, and in normal years has fortuitously come into the market here at times when it was most convenient for mills to make long contracts for substantial quantities of coarse yarn cloth, as a basis of the year's entire production.

There is much to be desired to foster trade with other countries, a greater enlightenment on local business conditions, protection of trademarks, settlement of customs and freight matters, details of various sorts, that will well repay attention and effort; but with the China trade many things are wrong besides these ordinary affairs. It would be idle to say that by effort the situation can be righted, but by attention at the proper time and in the best way much can be done to bring about such an improvement in conditions as will hold some promise for the future. The situation is international in such a complicated way that action must necessarily be governmental, and before that can be brought about our government must be informed of the magnitude of the interests involved and the necessity for taking a determined stand for the rights and interests of its merchants and manufacturers. There are associations to which the China trade is of considerable interest, but is only one of many things occupying their time and labor. They are chiefly concerned with matters of nearer commercial and political concern. What one of them can concentrate its activities upon an international situation complex beyond comparison, requiring long experience for even partial comprehension, and in any approach requiring a discretion that can come from knowledge only? It is not enough to demand of the government of the United States that something be done. The perfunctory, which is the usual, is too easily put in operation to accomplish very much.

The duty of this government towards China is very clear and the responsibility grave. Unfortunately there does not just now appear on the part of those in authority a perception of what is required nor any intention to perform that duty. China's perils are extreme, both within and without. The United States, because of its neutrality on questions of Chinese territory and national existence, is conspicuously fitted to lead the nations in the attempt to remove those perils. If selfish interests of any one nation threaten China's safety or development the United States can without reproach of self-seeking use the controlling strength of the other powers with its own, and put a stop to the aggressions. If China continues helpless in the throes of its awakening, we can direct joint action to bring order out of chaos. With great natural resources, a teeming population of great industry and thrift, China needs only safety from without and order within to become the great market of the world. A share of its commerce belongs to us, but we shall not have it unless we look after it.

No movement, commercial or other, can succeed if inspired by selfish motive, and no association can carry out its purposes if it is designed or intended to foster the interests of one group only of those concerned in the direction along which it is working. In this export trade in cotton cloth, leaving out the numerous interests indirectly affected, there are three groups concerned, the manufacturers, their selling agents, and the exporting merchants having establishments or agents in foreign countries. There is a benevolent notion abroad that the existing Cotton Goods Export Association of New York, having been established by the exporters of that city, is of value to them only, and that the amiable thing to do is to support it for their benefit. As a matter of fact, perhaps their interest is the least of the three. The exporter cannot exist on any one line of trade. He must do as much business as possible in every article bought or sold by the markets to which he is trading, for his operations must be import also. His vitality depends upon his ability to change with changing conditions, to get along without those articles in which he cannot trade profitably, and to take up those for which new demand can be found or made. The survivors of the old houses that established the foreign trade of the United States with the countries to which cotton cloth can be sent are those who had no prejudice, were willing to surrender preconceived notions, to admit that there are some things about which no man can afford to be too positive, and could adapt themselves to new conditions of trade. An epoch in the history of the export trade of the United

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THE WHITIN MACHINE WORKS

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CHARLOTTE, N. C.

Gin Compression of Cotton

By W. A. Gilreath before American Cotton Manufacturers Association

I shall try to make evident the importance of the subject which has been assigned to me, and the importance of something being done by the planters of the South to stop the use of wasteful and extravagant methods of baling cotton.

The majority of the present ginning plants have what are known as steam packers, and, unless these be in perfect shape, to some degree every bale will be water-packed. After being pressed, the bale is ordinarily thrown flat on the ground, thereby absorbing sufficient moisture to make the weight hold out with the gin weights, which otherwise would not be the case. If the farmer holds the bale until it has become to some degree damaged by contact with the ground, it is often disposed of without consideration being had of this damage; in most cases, the seller obtains the same for his cotton as one who has stored and housed the cotton with care; the buyer frequently ignoring the question of damage in the confidence that this question will be likewise ignored by the mill.



W. A. GILREATH,
Greenville, S. C.

If the planter secures as much for his badly handled and more or less damaged cotton as his neighbor who has taken good care of his cotton and stored or carefully protected it at home under cover, how can you expect an improvement in the care and custody of cotton? Resolutions will not suffice; it must be shown to the planter that there is a difference in results to him. Unless, therefore, deduction be made from the proceeds of the damaged bale for such damage, and a premium paid for the bale that has been carefully stored and handled, there is no inducement to improve the marketable condition of cotton. We all judge by comparison, and if we become convinced that there is a financial result in favor of him who carefully gins, handles and offers his cotton imitation will quickly follow and will bring about a general care of cotton.

Cotton buyers and spinners have been trying for years to induce the farmer to warehouse his cotton; warehouses have been built for the purpose, but today there is little change from the old habits on the part of the planter. The best of these have adopted new methods, but the majority have not; the warehouses as a rule are filled with cotton belonging to buyers and spinners, but not with cotton belonging to planters. Naturally, you cannot persuade the planter to cover his cotton when he finds that he gets a price no better than his neighbor who does not. The regulation, therefore, in this matter must be by the spinners, who must make a difference in price between that cotton properly ginned and handled and that not in such condition.

It is the spinner who must encourage improved conditions; the planter cannot be expected to make these improvements unless he is to be benefitted thereby. It means a loss to buy a gin compress and build the warehouse to hold cotton unless the farmer is to get results therefrom.

The word "tare" has made not only the spinner's life anything but pleasant but has made brokers and buyers lose their legitimate profits, on account of the fact that these latter are docked as a consequence of excessive use of bagging and ties. I wish there was not a patch put on cotton; generally it is unnecessary. When I started in the cotton business, I wondered how some were paying more for cotton than I was paying and yet selling it for less than I could accept. I found out the reason: I was shipping cotton to the mill uncompressed, at true weight, without being credited with three pounds allowance and with three to five pounds of excess bagging covering patch holes. When cotton was 10c. a pound, such methods gave the compress buyer 1-4c. advantage. How can the buyer that wants to do anything that is just and right compete with another buyer who sells compressed cotton, including in his invoice an excess tare placed by him upon bales, which tare, whilst costing him little, must be paid for by the mill at the market price of cotton?

These conditions are familiar to you all, but I wish only to refresh your memory.

With gin-compression, the improvement in method of handling cotton commences the minute it is delivered from the gin, inasmuch as it is delivered in neat, smooth folds of lint, and packed carefully as each fold is put in, until the desired weight, say 500 pounds, is obtained. It is then automatically transferred and carefully compressed in the box in which it is packed, instead of having to be subsequently transferred after baling for compression. The bale can be packed

in any shape or size, made either square or rectangular. The burlap or bagging is put on in a manner similar to that done in ordinary ginning or compressing. The question of the amount of tare must be settled by spinners. The gin compressors have started the use of 12 pounds of tare, which is sufficient to cover the bale carefully and neatly. I have on exhibit a bale which came out of a 100-bale shipment sold to one of your members; you can see the condition of it after it has been handled a number of times, and this condition shows that it is unnecessary to use the heavy jute bagging for cotton pressed in a gin compress. The expense of this gin compress is most considerable, for it is necessary to expend approximately \$4,000 for such a press, and, as cotton after compression should never be exposed to the elements, there must naturally be a warehouse constructed adjacent to each gin. I have here a picture of one of these outfits at Race Track Plantation, owned by Mr. S. F. Jones of Greenwood, Miss. Such a plant would have been put out of commission were it not in strong hands, for previously those who have attempted the use of it have been boycotted by buyers, who saw gin-compression to be a method of cutting them out of the illegitimate profits previously obtained by them through the loading of cotton with excess tare. Mr. Jones, however, has met this by making direct connection with mills familiar with his cotton and knowing its excellent character. He deserves the preference he has received, because he delivers the article he sells with the least tare, in the quickest time, deducting tare from invoice, selling only, therefore, the actual weight of the cotton, and selling cotton never exposed to weather damage.

Gin-compression has so far made most progress in the delta, because the planters there have the means and are most intelligent, and are, furthermore, anxious to bring home to buyers the excellent character of their staple as contrasted with that raised elsewhere. By visiting this section, it will be readily seen why cotton varies in breaking strength.

I would suggest to my spinner friends that they secure one shipment of cotton baled in a gin compress and run it through their mill separate and distinct from other cotton; you will then be convinced of the correctness of the statement that such cotton is more excellent in character than cotton ginned and baled in the usual method.

When sufficient cotton be purchased from any locality where it has been gin-compressed to fill a car, it can be carried direct from the shipping point to place of destination without being unloaded for concentration or for compression. The ordinary freight car will con-

tain 75 to 100 bales of gin-compressed cotton, as against 25 to 40 bales of ordinary flat cotton, and as compared with 60 to 75 bales of ordinary compressed cotton. There is necessarily a saving to the buyer of the freight on the excess tare which accompanies the large compressed bale; and there is a saving to the railroads in that it is not necessary to rehandle the cotton after loading until receipt at destination. There is a saving of time in transit, as it is not necessary to unload at the compress and re-load after compression. This saving in time of transit means a saving of interest, which is important to each manufacturer. With 11-4 inch cotton, at the price now ruling, and figuring interest at 6 per cent. the saving that can be fairly calculated in interest alone is \$62.50 on each 100 bales.

There are other savings, however, based on the Carolina Mill Rules of 1910, which allow 24 pounds of tare to the compressed bale, there is a saving of 24 pounds in tare, which at 20c. per pound is \$4.80. The saving on the freight on this tare would be in the average 10c. per bale, and when consideration is further had of the different manner in which the cotton reaches you, clean and without country damage, it is not too much to say that the manufacturer would have an advantage equal to fully \$6.00 per bale in gin-compressed cotton over cotton ordinarily baled and compressed.

But, to induce such method of ginning and of compressing, it is necessary for the manufacturer to hold out an inducement to the planter. Such inducement will be to allow to the planter, either in the price paid for the cotton or otherwise, an amount equivalent to the difference in the weight of the tare; and, furthermore, to allow to such planter the equivalent of at least 1-4c. per pound as a premium to him who properly gins and bales his cotton.

The trouble in bringing about a change from the wasteful way in which cotton is ordinarily baled is that the planter naturally expects reimbursement for his extra outlay and extra expense, whilst the spinner has been unwilling to pay for the difference in tare and the equivalent of the difference in expense. But it will be impossible to popularize a better bale unless you pay the planter for the change; he is just about as smart in his line as you are in yours. There can be saved to you the loss in time, the sampling and re-sampling at the compresses, the loss in interest, the loss in country damage, if you will encourage a more intelligent method of baling.

There have been organized in sections of the South responsible companies for the purpose of installing gin compresses and handling the product after compression. Recognition should be made by you of such companies and they should

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COTTON MILL MACHINERY

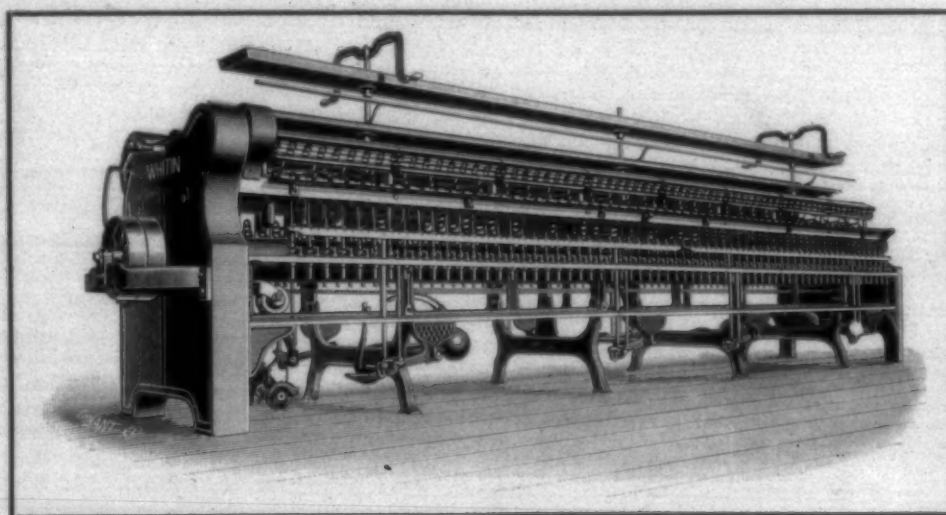
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CHARLOTTE, N. C.

Present Status of the Cotton Ginning Industry

By J. E. Cheesman before the American Cotton Manufacturers Association

IT is a mooted question—this using of the word "ginning" in connection with cotton. Some writers tell us it is an abbreviation of the word "engine," first used as applied to cotton by an old negro when describing the first gin built by Eli Whitney in 1794. I find



Hand Ginning

in the Century Dictionary there are several meanings given to the word. Among them are these: "an engine of torture;" again, "a trap or snare," and we may find, in part, their application to cotton before we finish this paper. The more acceptable meaning is the simple abbreviation of the word "engine," as applied to the removing of the seeds from cotton by a power-driven machine.

My subject does not permit dwelling on the history of cotton, wonderful as it is, or telling how the seeds were extracted by hand as far back as the beginning of the thirteenth century before Christ. I can only give you a brief description of the first known methods of extract-

ing the seeds from cotton, as you will observe by referring to the cuts, as shown, with their brief descriptions appended to each.

We are indebted to India, that land of cotton memories, with all its dim and mythical fables, for the first authentic method of ginning cotton aside from the hand ginning. Crude as this method was, there was hidden therein the germ of the correct principle of extracting the seed from cotton without injury. This method, being somewhat faster than the work of the fingers alone was again superseded by the single-roller India churka; this machine having a wooden roller running against a flat, smooth-edged board back the seed while the fingers pulled the fibre from the seed. Again, inventor's genius improved this method by substituting another roller in place of the flat, smooth-edged board and running the rollers by means of wooden cog-wheels. The output of this invention was eight pounds of lint cotton per day, and it is still used to some extent in India.

Let this suffice as a description of the early days of cotton ginning. The present conditions we are interested in. There are two methods, two principles, engaged—well known and accepted in the present-day art of cotton spinning—the saw gin and the roller gin.



The First Known Gin

The operator secures her position on the stool, puts the iron roller on top of the stone, roller ends extending over either side of stone, and places a foot on each end of iron roller. Then by partly balancing herself on her feet, still sitting, she works the iron roller backward and forward with some pressure. She then takes a handful of seed cotton in her right hand and places it under the roller lock by lock, and the motion she gives the roller, pressed as it is on the stone, separates the seed from the fibre. The seed comes out in front, and behind the roller the woman puts her hand and removes the cotton fibre as it comes away bit by bit and passes it under the stool upon which she is sitting. It will be noticed that the working of the machine keeps legs and feet, arms and hands, all employed together. The capacity of this gin was three pounds of lint cotton per day.

The saw or spiked gin, patented by Eli Whitney, March 14, 1794, consisting of spikes or nails driven in a wooden cylinder, had a slotted bar passed and a brush revolving to clean the spikes. This invention was followed two years later by an improvement consisting of circular saws in place of the spiked roller, under patent granted to Hodgen Holmes, of Georgia, under date of May 12, 1796, and this type and form of gin remain to the present day and constitute the modern saw gin. The only important advances in cotton gins of this type, during the past one hundred years, consist in modes and materials used in construction and manner of applying the driving power. The sole aim in improvement has been to increase the capacity, which has been greatly done, at the same time causing a like detriment to the quality of the out-turn. It has given greater capacity with poorer quality and that is the history of saw ginning today. And yet, we must give credit. The invention of the saw gin in its far-reaching results, its making of history, its benefit to mankind, is one of the greatest achievements in the history of the world, and the name of Eli Whitney is justly immortal. Our history and school books honor his name. In my judgment, the name of Hodgen Holmes, of Georgia, who so greatly improved the first Whitney model, should also receive justice in history.

The roller type gin had its conception in India; improvements—slight and of little value commercially—were made from time to time. It remained for Fones McCarthy, of Demopolis, Alabama, to patent, July 3rd, 1840, and successfully construct the first mechanically-driven roller gin of satisfactory capacity. He built of wood, both frame and roller, having a steel blade in frictional contact against the roller and a steel reciprocating knife or hacker-bar to knock out the seeds, while the fibre was held between the blade and wooden roller. This gin was used almost exclusively for the ginning of long cottons, sea islands particularly; the capacity about thirty pounds lint cotton per hour.

This invention marked the birth of a new era in cotton ginning—"quality ginning," or the preservation of cotton fibres.

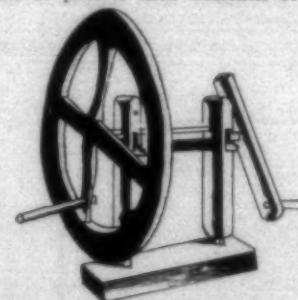
Thus briefly, we have the history of the birth of cotton ginning, and strange though it be, no other method of ginning cotton has been successfully proven during the past 117 years. The saw and roller principles remain today as the only two acceptable and commercially-used processes of extracting the seed from cotton.

The present status of ginning cotton in other cotton-growing countries may be of interest.

India—the second largest cotton-

producing country of the world—growing cotton from one-half inch to one inch in length, still adheres to the roller principle, the McCarthy type gin, now improved mechanically and built by English manufacturers. The saw gins are used to some extent as well as the India churka, in the homes of the natives and where small crops are grown. They believe in preserving the fibre, though it be less than an inch in length.

Egypt.—There is not a saw gin in the whole Nile Valley. Saw gins have been tried and condemned because of their destruction of the fibres. Every bale of Egyptian cotton grown in Egypt is roller ginned. The gin houses of Egypt are called central plants and contain from 50

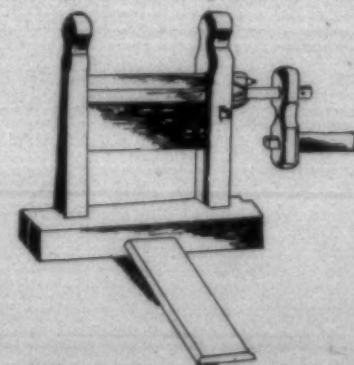


India Churka, Single Roller

to 100 gins each, having a capacity on this black-seeded cotton of an average of seventy-five pounds of lint cotton per hour per gin.

China.—Because of the strict prohibition of the cultivation of poppy by the government, a large portion of the area formerly devoted to opium raising was last year planted in cotton and found profitable. The demand for Chinese cotton has materially increased.

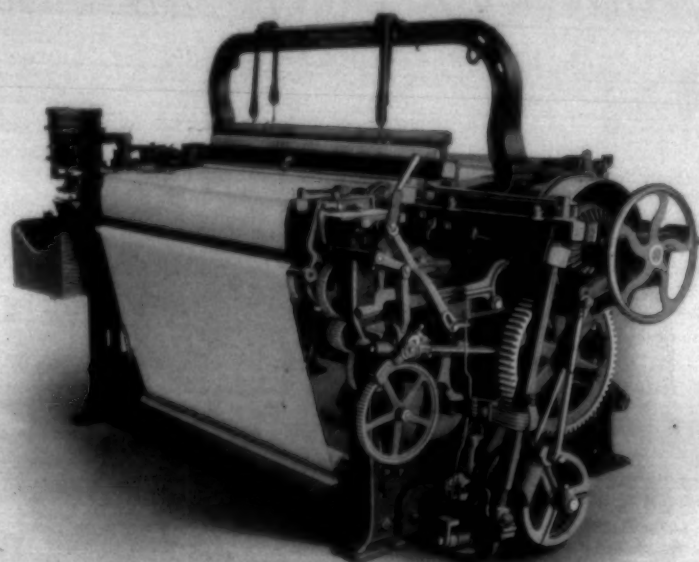
China believes in roller ginning. A few power-driven plants of saw gins are in operation but most of its crop is ginned on roller gins; the acreage of each plantation being



India Churka, Double Roller

small permits of hand-power machines. The native cotton gin is very ingenious and largely used, being an improvement on the India churka. "It consists of a corrugated iron roller about one-half inch in diameter and about twenty inches long, set in close contact to a wooden roller about three-fourths of an inch in diameter. The wooden roller is operated by hand power by means of a crank. The iron roller by a treadle wheel, which is about two

Continued on page 27



“IDEAL” AUTOMATIC LOOMS

**Produces better cloth with less waste than any
other automatic loom.**

Many mills operate 28 to a weaver.

**Effects a saving of over 60 per cent in weaving
costs.**

No special bobbin or shuttle.

**Repair parts all standard, purchasable
in open market.**

**Strongest, heaviest and best
constructed loom ever built.**

THE STAFFORD COMPANY

READVILLE, MASS.

FRED H. WHITE, Southern Agent, Realty Building, Charlotte, N. C.

Lighting the Way to Profits in a Cotton Mill

MANY wide awake managers have recently convinced themselves of the value of good illumination, but there remains in many places a great opportunity for improvement. There are mills in actual operation in the South, where a single 16 candle-power incandescent lamp, without the assistance of any re-

BY J. M. SMITH BEFORE AMERICAN COTTON MANUFACTURERS ASSOCIATION



J. M. SMITH,
Cleveland, Ohio.

lector, is called upon to light four looms. Why, in even the best of the older installations, a pair of looms was fitted with only one such lamp in the weave alley and one in

the warp alley. This lack of attention to details in illumination is the more surprising when we consider the really great results to be obtained by properly designed lighting.

Installing good light in a cotton mill will increase the output, make more efficient operators, and show big returns on the necessary investment. This is a pretty strong statement, but let us look into the matter. In the first place it brings up the output for every hour of the day, to about that obtained under daylight conditions. This means that the entire plant from engine to looms are operating under a better load factor and the quantity turned out will therefore be a maximum.

Some machines, which could not be operated at all satisfactorily after dark with the usual inefficient lighting, can with well designed illumination be run when needed and the output forced up, but the largest gain in production results from reducing the amount of time lost during the actual times when the machines are supposed to be in use. In the earlier stages of the manufacture of cotton goods it is necessary to oversee and feed the various machines and a good general illumination enables the operators to see with certainty where their attention is needed. In mill operation, two principles stand out as charac-

teristic.

1. Any irregularity of operation, broken thread in warp, floats, etc., should be "spotted" surely and quickly.

2. The required attention, adjustment, or replacing should be done in the minimum time.

To fulfill both of these conditions good lighting is essential and every second that a loom or spindle is stopped, awaiting attention, cuts down the output. Every second saved in tying in a new thread or threading the warp through the haddles will be saved many times over in a day, where hundreds of employees are performing the same operation all day long. Nothing helps so much as to be able to see clearly every thread, strand, eye, shadows make hiding places, and in commercial work we do not want to pay for hide-and-seek games.

Muck work requires the operator to move about and tend to several looms or spindles. If one has to pass from looking at a brilliantly lighted spot to a dark alley, and then to another of light spot in the middle of a dark field, the eye takes a certain amount of time to accommodate itself to the changed conditions. This is one of the evils of brilliant localized lighting. Besides tiring the eye it slows down the whole work.

Similarly looking at the bare lamp itself blinds the operator and make it difficult to see beyond the lamp as is necessary in tending a group of looms. Well diffused light is more comfortable to work by and eliminates dense shadows. Where units emitting a large amount of light from a small area are used it is practically impossible to get good light anywhere except on the tops of the nearest looms.

All non-productive motions reduce the output. A good lighting system takes none of the operators' time, does not require him to move lamps about, adjust cords, reflectors, etc. Much that I have said that promotes the quantity of the output improves the quality. Good lighting is, of course, necessary for inspection, but the prevention is better than the cure. A good illumination all along the way will keep out, to a large extent, the very thing that inspection is to reveal. One mill found that a number of pieces which had to be sold as seconds was reduced by from 25 per cent to 40 per cent under its new system of lighting.

The personal elements of satisfactory conditions for the operator is of attention-demanding importance. Psychological effects may be vaguely understood, but they exist. As it grows dark in the afternoon the natural impulse is to relax and prepare for rest—that's just natural—

Continued on page 33

Berlin Aniline Works

SOLE IMPORTERS OF THE PRODUCTS MANUFACTURED BY

Actien-Gesellschaft fuer Aniline-Fabrikation
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A FULL LINE of DIRECT, DEVELOPED
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12 West Kenzie Street,
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CHARLOTTE, N. C.

MONTREAL,
CANADA

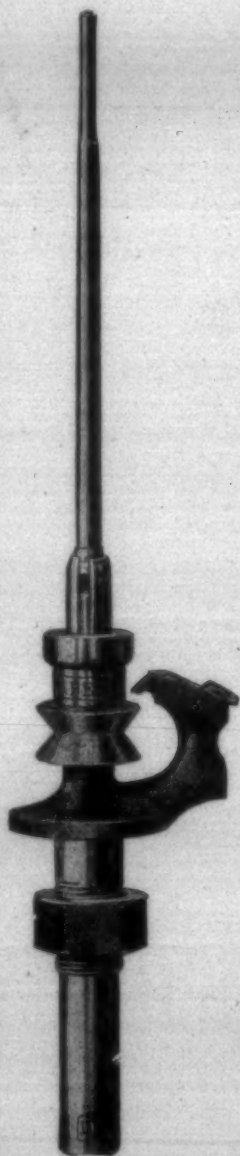
RABBETH CENTRIFUGAL CLUTCH SPINDLE

Carries Bobbins at Uniform Level

Produces more even twist

Filling bobbins carry ten per cent
more yarn

The only real improvement in spindles
for years



DRAPER COMPANY

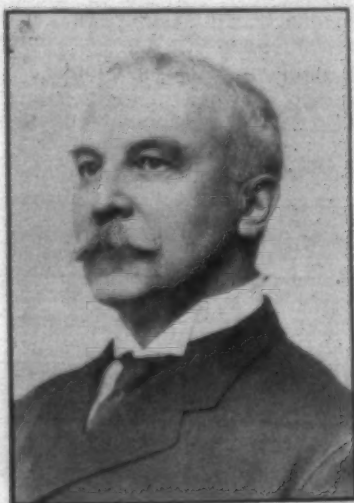
HOPEDALE, MASS.

J. D. CLOUDMAN, Southern Agent,

40 South Forsyth Street, Atlanta, Ga.

Efficiency and Scientific Management

THERE is in Germany a saying a thousand years old to the effect that a tailor is a radical and a barber a conservative. What has this to do with efficiency? Recently a Western educator of great insight and ability went through a large Eastern textile plant. As he finished his rapid inspection he said to the president, "Here is one department in which the employees are troublesome, kickers at the mill; disturbers of the peace in the village, brawlers in their home life." The president said, "This is true, but how do you know it?" The answer was that the conditions surround-



HARRINGTON EMERSON
Boston, Mass.

ing the employees necessarily produced these results. Conditions that produce employees of this kind are not efficient conditions. The tailor is a radical because the monotonous repetitive work of sewing and inaction, of sitting cross-legged, instead of soothing, upsets the mind, which has no opportunity for expression, and which has to assert individuality when the hours of labor are done. The active barber, moving around, sees twenty new individuals a day; the barber whose work is not the same for two successive minutes, works off his excess personality, and when night comes he stands for conservatism. There are three ways to secure efficiency of quality in plant life; to plant good seed, to graft good stock and, in either case, to furnish best conditions. Recently in a grocery store I looked at two boxes of apples. In one, every apple, carefully placed, was large, red and perfect, not a flaw of any kind, and the box of a size to fit the apples. In the other box were apples unassorted as to color or size, speckled, worm-eaten, tainted, and many rotten, mixed higgledy-piggledy. The perfect apples were from the State of Washington, where apples are grown and shipped in the new way; the other apples were from the State of New York, where apples are still grown and shipped in the old way.

Efficiency consists, not in knowing

BY HARRINGTON EMERSON BEFORE THE AMERICAN COTTON MANUFACTURERS ASSOCIATION

at sight the fine apple, but in knowing and governing every condition from selecting and planting of seed to size of packing-box and method of refrigerator shipment. Is it not a disgrace that the fruit markets of the Atlantic coast, where fruit has been raised for two hundred years, should be supplied with fruit from the north Pacific coast?

There is just as large a field for improvement in textiles in New England as in apples. What is the trouble with American cotton mills? The same trouble that exists with nearly every other American industry. It is over-equipped and under-developed. It has been so busy marketing natural products in semi-manufactured form that the refinements of manufacture have been neglected.

Steel billets are exported to England, only to a small extent iron and steel products; lumber is exported, not furniture; cotton is exported, not cloth; food products are exported, not the brain and skilled handwork of men whom this food might have fed. Recently I went at an interval of a week into two textile mills, one North, one South. The latter was owned and controlled by Americans of the highest type. They had built a monumental mill, equipped it with the best modern machinery and with operators, all native Americans, everybody with highest skill and intelligence, but it was running at a loss. They had gone at the problem from a main-strength point of view. The product was unbleached cotton cloth of coarse texture and even as to this they worked to specialize on one grade so as to eliminate any need for thought, imagination or enthusiasm. The raw cotton had cost about fourteen cents. The labor cost was scarcely more than one-third of the material cost, and power was at less cost than I have ever known steam power to be provided.

The other mill was in the country, twelve miles from the railroad station, a cheap barn of a structure, owned and operated by foreigners from a remote corner of Europe. They paid seven to ten cents for their material, had very great technical difficulties of manufacture to contend with, but they sold their product at a dollar a pound and were behind with their orders. They were not over-equipped, they were not converting an abundant native product into a semi-finished sheeting by perfected machinery and sundry operations. They were making a foreign product, spinning it in an under-equipped mill with unperfected machinery and a few foreign operators.

The Americans used money, the foreigners used brains.

During the next few years in other branches of business besides cotton we shall hear of over-production. American mills today, steel,

lumber, cotton, paper, railroads have equipments sufficient for twice the business.

There are just two remedies possible: (1) To grow to the capacity of the equipment; (2) To become one of the efficient survivors.

It would take a generation to grow up to the capacity of equipment, so this offers no consolation. The other method will act automatically. There is going to be a squeezing-out process, and while efficiency may not save every unfortunate plant, it is by far the biggest element in sight in eliminating those losses, which make the difference between a credit and a debit balance.

Efficiency does not consist of any particular stunt or device; it consists in so organizing as to (1) Make available all the knowledge in the universe that may be available for each minute item of manufacture. (2) Ascertaining exactly what present conditions are. (3) Setting up ideals that ought to be attained. (4) Of efficiency until the ideals are attained.

Every good manager instinctively. Everlastingly applying the principles of efficiency; however, he not only does not apply all of them to the full extent that he ought, but he puts forth many efforts that are not only not in accord with efficiency principles, but in conflict with them, so the end results is a very large amount of expended labor and effort, and small results, very much like the New York State apple proposition.

Efficiency principles, if properly applied and exclusively applied, do for a textile plant what horticultural principles do for apples when properly and exclusively applied. The principles rest on common sense. Actual practice rests largely on prediction.

Common sense is the foundation for all the principles of efficiency. Any criticism of scientific management which is itself not based on common sense is discredited, any lack of common sense in any plan of scientific management is necessarily to be blamed, since every one of the principles must be applied with common sense.

It is well that there should be criticism, even ignorant and foolish criticism; it does no harm to have a child point out a road as leading to a broken bridge, a road on which no one is traveling and which no one is intending to take. The child flatters himself that he is uttering a needed warning. Some criticisms are, however, more than childish.

A recent critic taking up the assertion of railroad experts and efficiency engineers that the coal bills for firing locomotives are higher than they could be, a proposition no one knows anything about the subject will deny, put up the following objections: If the fireman

and engineer are paying attention to coal consumption they will run past a signal and kill a dozen people.

Coal costs depend on ten or twelve items in dependent sequence stretching all the way from mine to ash pit. Two and only two are up to the combined efforts of engineer and fireman. The engineer can contribute to the saving by easing on the up grades, by shutting off steam on the down grades, by starting and stopping more carefully; the fireman contributes by making less smoke, by having the pop valve blow off less often, by bringing the locomotive in with coal burnt out instead of a furnace full.

On actual test as to coal consumption on road and in round-house, a reduction of two-thirds was made in certain checked runs on the Erie Railroad. If less coal is burned the fireman has more time to watch signals if this be any part of his duty. If there is less steam, less smoke, the engineer can see signals better if he is watching grades and curves, starts and stops. He must watch all signals more closely. It is the careful engineer on to his job as to coal who will also be on it as to signals. It is the careless engineer, who pays scant attention to such details as coal who will sleepily run by signals. It has been contended that there has always been an efficiency engineering. This is true. Laying burnt bricks is efficiency engineering, an improvement of mud walls, but until the last five years bricks were laid as in the days of Pharaoh, under whom the first recorded strike against piece rates occurred, the strike inaugurated because the rate was cut.

One man who studied during five years has shown that with less effort three to four times as many bricks could be laid.

Steel tools have been used since the days of Tubal Cain, before the flood, with very little improvement. About fifteen years ago Taylor and White began some experiments which resulted in the development of high-speed steels, and these steels are able to cut many times more than the old steels, in certain cases thirty times as much.

These discoveries and developments were the direct results of the application of the principles of scientific management.

Chemistry is as old as the universe, the applied chemistry of cooking, of dyeing, or preserving, of canning is practiced even by savages, but the old methods are still practiced, but modern knowledge has told us why in addition to food, it has also immensely extended and refined all applications. The sneer, therefore, that scientific management is not new is the sneer of narrow ignorance.

The average American is justly proud of the Naval victories at Manila and Santiago. He does not know that at the latter fight out of

Continued on page 26

Convention of American Cotton Manufacturers Association

Friday Morning Session.

The first session of the American Cotton Manufacturers was called to order by President D. Y. Cooper at 10 a. m. Thursday morning.

D. C. Richardson, mayor of Richmond, delivered an address of welcome and took occasion to comment at length upon the growth of



D. C. RICHARDSON,
Mayor of Richmond.

Richmond since the last meeting held in that city.

Jas. P. Gossett, of Williamston, S. C., responded to the address of welcome in a few well chosen words.

President Cooper then delivered his very able annual address which was received with enthusiastic applause.

W. A. Erwin, of Durham, N. C., then arose and on behalf of the Association paid a high tribute to the manner in which President Cooper had conducted the office and followed this by presenting him with a gold medal as a token of the esteem of the Association. President Cooper then said a few words of appreciation.

Franklin W. Hobbs, president of the National Association of Cotton Manufacturers, was next introduced and made a short address relative to the work of the two associations. He did not believe in merging them but he recommended close union and occasional joint meetings and conferences.

Secretary Bryant then announced that the following committees

Committee on Resolutions.

R. M. Miller, Jr., Charlotte, N. C.; A. H. Lowe, Fitchburg, Mass.; J. D. Hammett, Anderson, S. C.; C. D. Tuller, Atlanta, Ga.; Scott Maxwell, Cordova, Ala.

Committee on Nominations.

J. S. Pleasants, Selma, Ala.; J. C. Plunk, Cherokee Falls, S. C.; Jno. L. Patterson, Roanoke Rapids, N. C.; Dr. Gilbert Reid, of China, next presented and delivered an address upon the "Possibilities of Cotton Piece Goods Trade with China."

In the absence of H. B. Jennings, of Lumberton, N. C., his paper on

the Price-Campbell Cotton Picker, was read by the secretary, after which Theo. Price made a few remarks.

The convention then adjourned and attended a very interesting exhibition of the Price-Campbell Cotton Picker, which was demonstrated about two blocks from the Jefferson Hotel. It is certainly a wonderful machine and does remarkable work.

The officers and Board of Governors were then given a dinner by Theo. Price.

Afternoon Session.

The convention met again at 3 p. m., and the first paper on the program was by Harington Emerson of New York, on "Limitations of Scien-



Vice President
W. A. ERWIN,
Durham, N. C.

tific Efficiency," and Mr. Emerson then answered a number of questions asked him on his subject.

A. R. Marsh, president of the New York Cotton Exchange, was introduced and read a very able paper which in answer to the long demand of the cotton manufacturers for an honest contract, told them in polite language to "Go to Hell."

Next week we will publish his paper in full and our readers will agree that its note of defiance and its language can be construed in no other way. Following this address Lewis W. Parker read a report from the Cotton Exchange Committee of the Association, and then made a sensational attack upon the New York Cotton Exchange, which was the subject of much applause. He was interrupted several times by Mr. Marsh and later Mr. Marsh replied to the attack.

This controversy was the feature of the convention and we will cover it more fully next week and take occasion to make some remarks upon the subject.

On account of the time consumed in this controversy all other papers were postponed until Friday.

Friday Morning.

The Convention met at 10 o'clock, and on motion the program was changed and the business session was held first.

The Committee on Resolutions reported the following which were unanimously adopted after very short discussion:

Report of Committee on Resolutions.

Your Committee beg to submit the following resolutions:

First. That we extend to the Chamber of Commerce, the Reception Committee and the Social Clubs our hearty and sincere thanks for their cordial welcome,—typical of the present and past hospitality of the City of Richmond to this Association.

Second. That the thanks of the Association be tendered to the press of the city for the liberal use of their columns in reporting the proceedings of the convention.

Third. That we tender to Messrs. Miller & Company our thanks for cotton quotations given us during the meeting.

Fourth. That the thanks of the Association be tendered to the Jefferson Hotel for courteous treatment during the convention.

Fifth. That the thanks of the Association be extended to Mr. Theodore H. Price, of New York, for the exhibition of the Price-Campbell Cotton Picking Machine and the demonstration of the possibilities of a perfected machine for successfully picking cotton.



CHAS. D. TULLER,
Atlanta, Ga.
Chairman of Board

Sixth. Resolved that the thanks of the Association be extended to Hon. John W. Weeks for his very able and successful support of the Appalachian and White Mountain Forest Reserve Bill.

Seventh. The Board of Governors recommend that Sir. Charles W. Macara, Bart., President, International Federation Master Cotton Spinners and Manufacturers Association's, be made an honorary member of this Association, and that the congratulations of the Association be extended to him.

That President Cooper be directed to sign certificate of membership

Eight. Resolved that a standing committee of not less than fifteen be appointed by the President to be known as the Committee on Tariff

and other Legislation, whose duty shall be to act for and represent the Association and co-operate with committees from other similar organizations, in all matters of Legislation and that meetings of the same, to be subject to the call of the Chairman of the said committee.

Respectfully submitted.

R. M. MILLER, JR.,
ARTHUR H. LOWE,
C. D. TULLER,
SCOTT MAXWELL,
Committee.

The election of officers resulted as follows:

President, Ellison A. Smyth, Greenville, S. C.

Vice-President, W. A. Erwin, Durham, N. C.

Secretary and Treasurer, C. B. Bryant, Charlotte, N. C.

New Members Board of Control.

John A. Law, Spartanburg, S. C.; Wm. E. Hooper, Baltimore, Md.; S. W. Cramer, Charlotte, N. C.; T. L. Wainwright, Stonewall, Miss.

The remaining papers on the program were then read and the convention adjourned.

At a meeting of the Board of Governors held later C. D. Tuller, of Atlanta, Ga., was elected chairman of the Board of Governors.

The President of the Association announced the following committee on tariff and legislation:

R. M. Miller, Jr., D. Y. Cooper, S. W. Cramer, of North Carolina; A. H. Bahnson, of Virginia; Lewis W. Parker, J. D. Hammett, J. H. Morgan, of South Carolina; C. D. Tuller, T. L. Hickman, of Georgia; Scott Maxwell, of Alabama; L. D. Tyson, of Tennessee; T. L. Wainwright, of



C. B. Bryant,
Sec. and Treas.

Mississippi: Paul J. Marrar, of Kentucky; A. W. McLellan, of Louisiana.

Social Features.

The reputation of Richmond, for hospitality was fully sustained at this meeting and the thanks of the convention were especially due John M. Miller, Jr., vice president of the First National Bank of Richmond, who as chairman of the

Continued on page 20

Piece Goods Trade in China

BY DR. GILBERT REID BEFORE AMERICAN COTTON MANUFACTURERS ASSOCIATION

AS a professional man, I acknowledge my incapacity to offer any suggestion on matters of trade. It is as a resident in China for nearly thirty years, and as one who has studied the relations of foreign commerce to Chinese conditions, that I may be allowed to offer a few suggestions. I recognize that suggestions are subject to modification by those who are more experienced. I take this opportunity of addressing the American Cotton Manufacturers' Asso-



DR. GILBERT REID,
Missionary to China.

ciation, because I realize that I am familiar with existing Chinese conditions, with the wishes and sentiments of the progressive and enterprising Chinese, and with the new policy of administration which is being worked out with considerable success under the new form of constitutional government.

I will first refer to some of the new conditions in the national life of the Chinese, especially in their bearings on commercial interests...

It is first important that we realize the increased competition that prevails in all branches of business in the Empire of China. Originally, there were two chief competitors in both the import and export trade of China, the British merchant and the American merchant. Today besides the growing competition between the business men of these two countries, there exists competition with the Germans, the Japanese, the French, the Russians, and in fact nearly all the countries of Europe. Originally, there was room for the competition of British and American merchants. Today there does not seem to be room for all of these competitors in their efforts to extend trade with China. Difficulties to be met in the matter of competition can only be overcome by enlarged field of commercial enterprise. International competition is a problem that needs to be carefully studied and considered.

A second feature in the general condition of commercial interests in China, is that success in the face of widened competition can be secured only by a large development of

China's resources, by an increased exportation of China's commodities, and by increased wealth on the part of the Chinese people and increased prosperity on the part of the whole nation. Our import trade into China will grow in proportion to the advancement which is made by the Chinese nation. Anything that we can do to assist in the development and prosperity of China, will have its direct bearings on the increase of our own trade with that country, and on the larger introduction of American commodities of all kinds into all parts of that vast Empire.

Therefore, there arises the third condition of increased trade with China, and that is, the importance of American commercial men exhibiting a larger degree of generosity in their attitude to China. The altruistic side of commerce is the side which will impress the Chinese mind, win their favor, and secure an open door for our business enterprises. Our competitors, the German merchants, have already grasped this idea. In fact, the whole policy of the German Government has altered within the last few years. Formerly, we were all impressed with the methods of force, with the mailed fist idea, which characterized the German Government in its treatment of China. Lately, they have reversed these methods and adopted a policy of conciliation, adaptation, friendliness and generosity. Funds have been provided by the Imperial Government of the German Empire, by different State Governments, by the great banks in Berlin, and by the merchants in Hamburg, for establishing various technical schools for the instruction of Chinese youths, and for the establishment of a large medical school with a hospital in the City of Shanghai. It is true that benevolence not only is an obligation, but it is an important part of successful business enterprise. Not only is honesty the best policy, but generosity is the best policy.

A fourth aspect of the general situation in China, illustrating the changed conditions which have taken place of late years, is the necessity of adopting co-operation, if our business relations with China are to improve. Such co-operation is the outcome of the spirit of generosity. In former years we were accustomed to the gun-boat policy, and to the threats and interference of other governments in the affairs of China. Foreign capital was introduced, if the Chinese Government should consent to a concession. Today the concessionaire is not as welcome as the advocate of friendly co-operation, wherein foreign capital, foreign experience and Chinese experience, foreign enterprise and Chinese enterprise, may be combined. This means the formation of Joint Stock Companies, and in a lesser degree in some kind of friendly agreement whereby both the

Chinese and foreigners may be benefited. One of our leading merchants on the Pacific Coast, who has several steamers of his own sailing to and fro between China and this country, has made one arrangement with merchants in Shanghai to purchase Oregon pine which may be carried as cargo to China. Another agreement has been made, whereby 72,000 tons of pig iron shall be brought back as cargo from China and sold to a steel foundry in Seattle. Such co-operation is of mutual advantage. By its application our whole scheme of an International Institute has succeeded. The principal needs to be recognized in all attempts at introducing American goods into China, especially our American piece goods.

Now as to the particular aspects of our piece goods trade with China, especially as conducted by the cotton manufacturers of our Southern States. The suggestions I beg to offer are the result of several years of personal observation. I speak as a friendly outsider, and not as a practical worker from the inside.

The first suggestion is concerning the packing of our goods. I have no special criticism to offer, for I believe that, comparatively speaking, there is no special fault with the packing of cotton goods by our American merchants and manufacturers. Still the exhortation may not be out of place. Caution must be taken in the packing of goods, if they are intended for the far-away interior cities of China. It is one thing for Japan to send her goods across the Japan Sea into Manchuria, and another thing for our manufacturers to send their goods from our Southern States to the Atlantic Coast, and then around the Cape, or, later, through the Panama to the Ports of China, and then trans-shipped by river steamers or canal boats or coasting steamers to other trade centers, and then trans-ported by carts, wheel-barrow, or pack-animals hundreds or thousands of miles to the large communities of inland China.

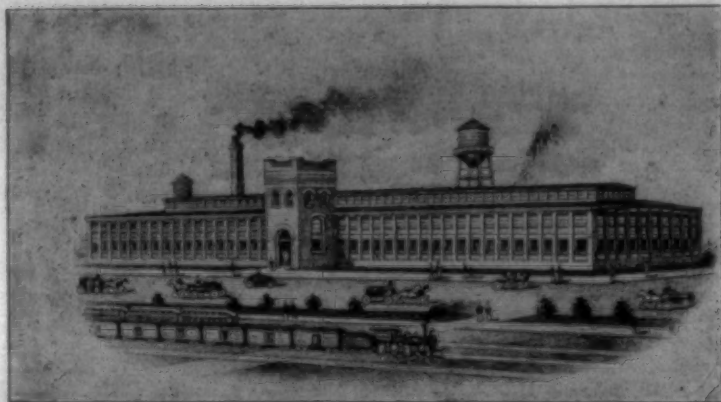
A second suggestion is concerning the quality of our piece goods. As a rule the quality of our goods ranks as high as the quality of goods offered by the manufacturers in other countries. I would not urge that we cease to produce a high-grade class of goods; but that we also produce a lower grade class of goods, such as may be purchased by the vast majority of the Chinese people. Our best goods will be purchased by the wealthy Chinese. Cheaper goods of a coarser grade will be purchased by the ordinary Chinese, in the present undeveloped condition of the country.

The third suggestion is that we seek to adapt our goods to the tastes and necessities of the Chinese. It is not that they will conform to our views, but that we shall conform to their views. The size of

the goods, the pattern and color, the particular trade-mark, all need to be considered. It may be that some new sample, with an attractive kind of trade-mark, may hereafter be introduced into China, which will become more popular than anything which we have thus far placed on the market. Competent Chinese, working in co-operation with our representatives, will be able to offer suggestions, which exports on the ground should be ready to utilize.

The fourth suggestion is that our piece goods trade with China be conducted on a large scale, and by a strong combination. The two most successful branches of American trade in China have been conducted by two great corporations, the Standard Oil Company, and the British and American Tobacco Company. Competition can be met not necessarily by a monopoly, but by combination. Anything conducted on a large scale, with great headquarters, by a staff of industrious men, by push, by enterprise, and by a willingness to take a venture or spend money on advertisement, will be more apt to gain possession of the Chinese market, than business conducted with limited resources, without display and without enterprise. The China and Japan Trading Company is recognized as one of our big American firms in the City of Shanghai and is a large investor in American piece goods. Should it be possible to make a similar impression on other parts of China, there is no doubt that trade in this line of goods would be rapidly promoted.

My fifth suggestion, which I regard as most important, is that we adopt the method of direct agencies rather than the method of indirect agencies. Here, too, the Standard Oil Company and the Tobacco Company have shown their sagacity and won success. One method is for our manufacturers to send their goods to certain business houses in New York, who in turn will sell their goods to firms engaged in China trade, who on their part will undertake to ship the goods to Shanghai and by negotiation with the Chinese go-between or comprador sell the goods to Chinese firms doing business in piece goods, who in turn will take the goods thus purchased and sell them to agents of Chinese firms from other cities, and who finally will sell the goods direct to the Chinese people. Another method is for our cotton manufacturers to send their goods direct to their own headquarters in Shanghai or any other important treaty port in China, and then by a large, well-trained staff of American agents and Chinese agents undertake to sell their goods directly to the people in all parts of China. The American agents could reside at any of the treaty ports and could travel as supervising agents through all of the provinces of China. On the principle of co-operation, first-class Chinese shops in the different cities might be induced to act as agents for our goods thus brought

**Jewell Cotton Mills.**

The Jewell Cotton Mills, Thomasville, N. C., is one of the new fine yarn mills of the South.

The mill building is of modern construction, built of selected red brick, hydrated lime cement mortar being used, and has a standard gravel roof. The company's plant is located on 11 acres of land on the east side of the town of Thomasville, and his sidetrack connections with both the Southern and Piedmont railways. It has its own private waterworks system, which is most complete and efficient in every respect; is heated by low-pressure steam and lighted by the newest design of 100-candle-power Tungsten lamps. It also has the

to their attention by our own agents, versed in the Chinese language and familiar with Chinese customs, or by trustworthy Chinese agents who will seek with enthusiasm to find the very best of their own countrymen to join forces with a well-known and aggressive American Company. This latter method means economy of energy. The more direct the agency, the greater the chance for remuneration. A few years ago the Tobacco Company started in Shanghai with only a few rooms and with little trade. Today they have a large business House, with active workers, in the City of Shanghai, and trade introduced into every city, and almost every village of China. Various grades of American cigarettes, and also of cigarettes made in local factories, have caught the fancy of the Chinese people, and through special inducements have found a ready market. I am confident that the same method would mean success in the introduction into China of the piece goods manufactured in our Southern mills.

To sum up in a practical way these suggestions, I beg leave to offer the following general outline of a plan of operations. Let our Southern manufacturers combine in one new corporation for the special purpose of selling to China their various grades of piece goods. This corporation could establish in Charleston a large store-house for receiving goods from the different mills, and for transshipment to China. This corporation, in view of the opening of the Panama within a few years, could have their own steamers sailing direct to the leading ports of China. A large establishment could be started in Shanghai, either as a new firm, or in co-

operation with some existing firm. This establishment would send their agents into all parts of China, carrying their goods into new markets, and dealing directly with Chinese shop keepers in all the large cities. Money would be required in large amounts to carry out these different stages in the new attempt to promote this branch of trade in China. Besides, money would be needed in advertising, and also in acts of benevolence for winning the confidence and esteem of the Chinese people. By combination sufficient money could be secured at once for the initial stages of the undertaking, and later on, in the presence of success, still more money would be forthcoming to meet the growing demands with every growing success.

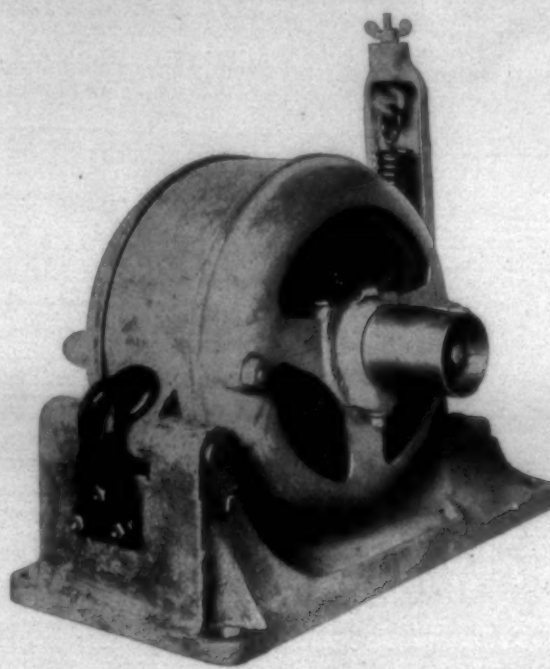
The officers of the company are J. L. Armfield, president; T. J. Lillard, secretary and treasurer and C. H. Boyd, superintendent.

The product of this plant is fine combed yarns.

Whether a distinct organization should be formed, or whether there should be union with some existing American firm doing business in China, can be easily determined by those who are already determined to make the attempt for an increase of trade. If these general principles are recognized and followed, there will be no difficulty for the business experts of this Association to devise all the minutiae of a good, working plan of commercial expansion.

Personally I would rejoice to see something done by our Southern manufacturers in catching the trade of China's millions by methods that are sound and legitimate, working no injury to China while remunerative to ourselves. It is important that we begin at once to form plans, so that we may be ready to enter at the open door of commercial and industrial development, which China in her time of awakening is already presenting to the attention of Western commerce and civilization.

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IT IS THE CONSENSUS OF OPINION

among owners of electrically driven textile mills, that electric drive increases the quantity and improves the quality of the output of such mills.

One case recorded recently of two mills under the same management and of about the same size, and working under the same general conditions, indicated results obtained from the electrically driven mill to be distinctly superior to those of the mechanically driven mill.

To such a marked extent was the improvement in quality of yarn noticeable, that the product of the electrically driven mill brought a distinctly better price than that from the other factory, the increase being about 2 1-2 per cent.

ALLIS-CHALMERS LOOM MOTORS

for alternating current have been developed particularly for textile mill service, and where they have been installed these motors have shown the excellence of their design for this service. In addition to furnishing Textile Mills with complete electrical equipments, Allis-Chalmers Company also builds all necessary machinery for the power plant.



Interior of the weave room at the Royal Weaving Co.'s Plant,
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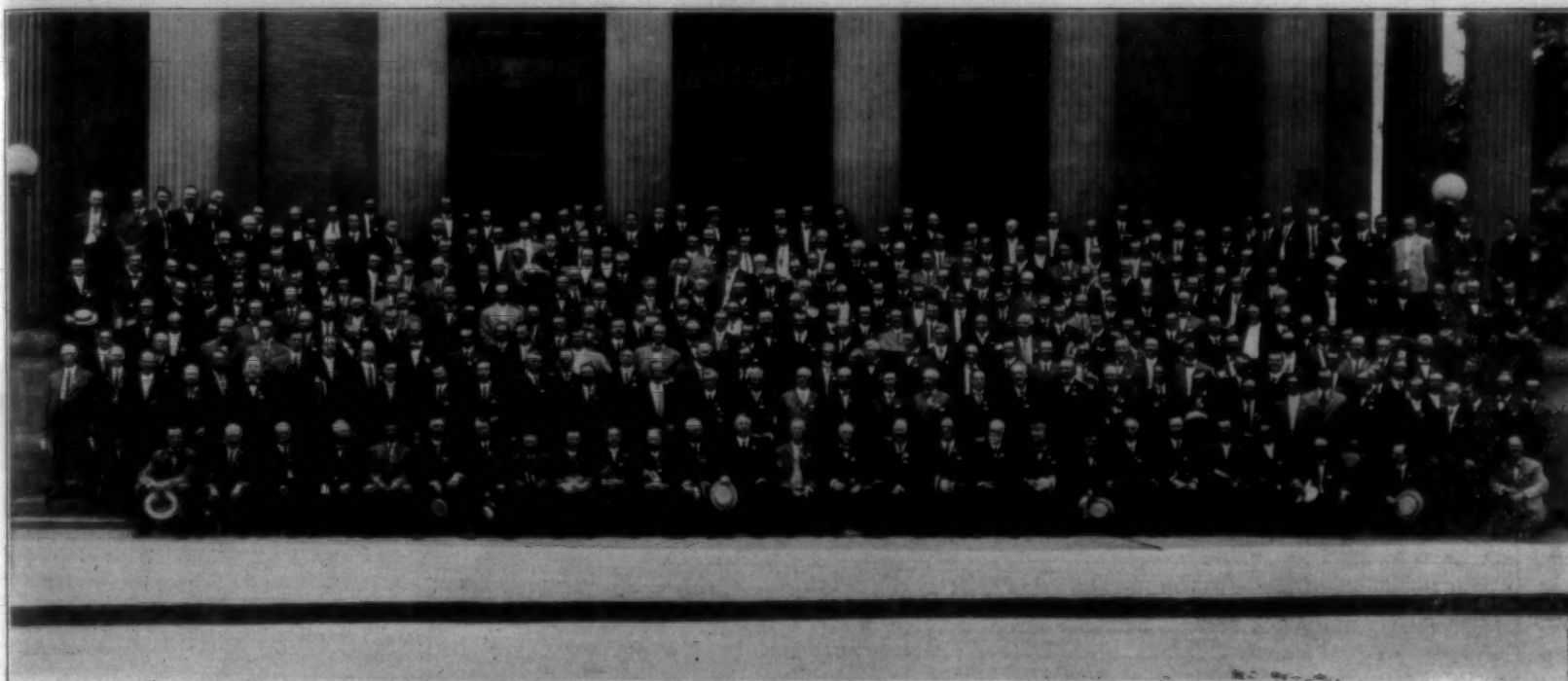
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(Continued on page 24)

SOUTHERN TEXTILE BULLETIN

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Contributions on subjects pertaining to cotton, its manufacture and distribution, are requested. Contributed articles do not necessarily reflect the opinion of the publishers. Items pertaining to new mills, extensions, etc., are solicited.

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Entered as second class matter March 2nd, 1911, at the post office at Charlotte, N. C., under the Act of March 3d, 1879.

THURSDAY, May 18

Our Guarantee.

The Southern Textile Bulletin will have a greater average paid circulation among the Southern cotton mills during the remainder of 1911 than any other journal.

We make this guarantee to our advertisers and know that it will be correct.

We began publication on March 2nd, and in the short time since then have built up a circulation of almost 2,000 and our rate of increase is accelerating rather than decreasing.

We set out to establish a circulation of 5,000 in the South and are assured of success.

We are not seeking circulation in the North but will take and will hold the first place in the South.

The Southern Textile Bulletin is already the most influential textile journal and the best advertising medium in the South and it has the united support of the mill people.

The American Cotton Manufacturers' Association.

When an association has grown to the size and influence of the American Cotton Manufacturers' Association it becomes hard to realize that it began as a very insignificant organization.

One night in April, 1897, four men assembled in a back room of the Central Hotel at Charlotte, N. C.

These men were R. S. Reinhart, A. P. Rhyne, Geo. B. Hiss and P. M. Brown and their object was to form an association among those who were spinning yarns coarser than number twenties.

It is a far cry from that little meeting to the great American Cotton Manufacturers' Association which assembled at Richmond this week but the lineage is no myth.

From the little meeting above mentioned, the Southern Cotton Spinners' Association was developed and being the first of its kind, there was little encouragement offered it from the mill people of the South or the commission men of the North.

Those who worked for its develop-

ment in the early stages remember well the discouragements that were offered and the obstacles that were presented on all sides.

The chief credit for placing the American Cotton Manufacturers' Association in the front rank of the great industrial associations of the country is due first to Geo. B. Hiss, who labored for many years as secretary and treasurer and then to C. B. Bryant, who since then has filled the position with so much ability.

Those who have not been in intimate touch with the work of developing the American Cotton Manufacturers' Association do not realize the great work of these two men.

The first president of the Association was J. T. Anthony, of Charlotte, who has since then retired from cotton manufacturing and his successors have been D. A. Tompkins, Dr. J. H. McAden, Geo. B. Hiss, R. S. Reinhart, W. C. Heath, R. M. Miller, Jr., Arthur H. Lowe, S. B. Tanner, Thomas H. Rennie, Lewis W. Parker and D. Y. Cooper.

In April, 1903, the New England Cotton Manufacturers' Association voted down by a narrow margin a motion to change their name to the American Cotton Manufacturers' Association, but the Southern Cotton Spinners' Association one month later seized the opportunity to adopt that name and bring their association into a national position. Later the New England Cotton Manufacturers' Association changed their name to the National Association of Cotton Manufacturers.

There has been much discussion of the question of merging the two associations, but because of the great distance between the two sections and the difference in the conditions which confront the textile interests of each it is doubtful if an amalgamation will ever be effected.

In many questions however, the two associations are now working in accord and a joint meeting of the Boards of Governors was held in New York last year.

There are great and serious problems which confront the textile industry of this country and to solve these there must be close association and co-operation among the manufacturers.

The American Cotton Manufacturers' Association is a considerable factor in the development of the South and deserves the support which it is receiving.

No Discussion This Week.

On account of the large number of American Cotton Manufacturers' Association articles we are running this week we are obliged to omit the "Opening, Mixing and Picking" articles but these will be in our next issue.

Plan of Woodside Merger.

The following statement giving plan of the proposed merger of the Woodside Cotton Mills, Fountain Inn Mfg. Co., and the Simpsonville Cotton Mills, has been issued to the stockholders of the three mills.

For the purpose of consolidating the Woodside Cotton Mills, the Fountain Inn Manufacturing Company and the Simpsonville Cotton Mills, it is proposed to organize a company chartered under the laws of the State of South Carolina to be known as WOODSIDE COTTON MILLS COMPANY, with John T. Woodside as President, and with a capital stock of Three Million (\$3,000,000) dollars divided into 30,000 shares of the par value of \$100 per share, of which capitalization, three-fifths, \$1,800,000, is to be common stock- one-fifth, \$600,000, is to be 7 per cent. cumulative preferred stock, the company having the option to retire it any time after five years at \$105 per share and any accrued dividends and interest by giving the holder thereof 60 days notice in writing; one-fifth, \$600,000, is to be 7 per cent. cumulative guaranteed stock, the Company having the option to retire it any time after ten years at \$110 per share and any accrued dividends and interest by giving the holder thereof 60 days notice in writing. This guaranteed stock will be entitled to preferential dividends of 7 per cent, per annum, payable semi-annually January 1st and July 1st. The dividends on the preferred stock will be payable semi-annually, January 1st and July 1st.

No more of the authorized issue of stocks will be sold than is necessary to pay any indebtedness of the mills and to provide a reasonable amount of working capital.

The stock of the Woodside Cotton Mills Company is offered in exchange as follows:

For each share of Woodside Cotton Mills common stock 1 1-2 shares of the common stock of the proposed Woodside Cotton Mills Company.

For each share of Woodside Cotton Mills preferred stock 1 share of the proposed Woodside Cotton Mills Company preferred stock.

For each share of Simpsonville Cotton Mills common stock 1 1-10 shares of the proposed Woodside Cotton Mills Company common stock.

For each share of the Fountain Inn Manufacturing Company common stock (par value \$50) 1-4 share of the proposed Woodside Cotton Mills Company common stock (par value \$100.)

Continued on page 24

PERSONAL NEWS

Sill Porter is now assistant engineer at Glendale, S. C.

J. B. Duckett has moved from Iva, S. C., to Anderson, S. C.

L. P. Jones is now overseer of weaving at Calhoun Falls, S. C.

A. D. Martin is now second hand in weaving at Darlington, S. C.

J. F. Dadd, of Bath, S. C., is now fixing looms at High Shoals, N. C.

E. W. Putnam is now second hand in weaving at High Shoals, N. C.

H. G. Farris, of Clover, S. C., has accepted a position at High Shoals, N. C.

James McKinny, of Lockhart, S. C., has been visiting at Greenville, S. C.

P. L. Hazelwood has moved from Burlington, N. C., to Gibsonville, N. C.

C. B. Brannon is now fixing looms at the Mills Mfg. Co., Greenville, S. C.

W. I. Mahaffey has resigned his position as loom fixer at Willfamston, S. C.

B. Howard, of the Gluck Mills, is now with the Toxaway Mills, of Anderson.

P. B. Railford, Jr., is now shipping clerk at the Locke Mills, Concord, N. C.

J. B. Meachum has resigned as superintendent of the Hamer Mill, Hamer, S. C.

Walter Nichols has accepted a position as master mechanic at Glendale, S. C.

J. A. Robinson will be local manager at Greer, S. C., for the Parker Mills company.

C. E. Moser has resigned as overseer of finishing at the Roanoke Mills, Roanoke Rapids, N. C., and is now overhauling looms at the Arcade Mill, Rock Hill, S. C.

Luke Fowler is now overseer of dyeing at the Bellwill Mills, Wilmington, N. C.

A. C. Medlin has resigned as overseer of spinning at the Louise Mill, Charlotte, N. C.

D. F. Short is now overseer of weaving at the Capitol City Mills, Columbia, S. C.

J. A. McLaughlin has resigned as master mechanic at the Southern Mfg. Co., Oxford, Ala.

R. E. Spencer has resigned as master mechanic at the Manchester Mills, Rock Hill, S. C.

J. R. McMahon is now second hand in spinning at the Woodside Mill, Greenville, S. C.

A. A. Brown has accepted the position of second hand in card room at Clifton, S. C.

J. R. Moore, secretary of the Henrietta Mills, has just completed a handsome new residence.

H. B. Crouch has resigned as second hand in carding at the Rhode Island Mills, Spray, N. C.

P. T. Penley, of Morganton, N. C., is overhauling the spinning at the Ivey Mills, Hickory, N. C.

C. H. Howard, of Warrenville, is now fixing looms at the Capitol City Mills, Columbia, S. C.

Palmer Shepard, of the Monaghan Mills, Greenville, S. C., has accepted a position at Lockhart, S. C.

J. O. Linberger has resigned his position with the Naomi Falls Mfg. Company, Randleman, N. C.

R. M. Putnam, of Warrenville, S. C., is now fixing looms at the Capitol City Mills, Columbia, S. C.

Fred Taylor, of Cowpens, S. C., has accepted a position in the weave room at mill No. 1, Clifton, S. C.

C. J. Gofforth has accepted the position of second hand in cloth room at Gaffney, S. C., Cotton Mill.

CARDS,
DRAWING,

COTTON
MILL MACHINERY

SPINNING
FRAMES,

MASON MACHINE WORKS

TAUNTON, MASS.

EDWIN HOWARD, Southern Agent
Charlotte, N. C.

COMBERS,
LAP MACHINES

MULES,
LOOMS.

Pink McSwain has been promoted to section hand in spinning at the Calvine Mills, Charlotte, N. C.

J. J. Jordan, of Tucapau, S. C., has accepted the position of overseer of weaving at Iva, S. C.

W. P. Starnes has resigned as overseer of spinning at Southside, N. C., and moved to Stanley Creek, N. C.

A. M. Haryell, of Brookford, N. C., has taken charge of night carding at the Monarch Mills, Dallas, N. C.

J. D. Priest, of Bamberg, S. C., has accepted the position of machinist at the Clinton, S. C., Cotton Mills.

T. J. Hobson has accepted the position as second hand in carding at the Rhode Island Mills, Spray, N. C.

J. M. Allred has returned to his former position as night watchman, at the Randleman, N. C., Cotton Mill.

Walter Couch, of Graniteville, S. C., has accepted the position of second-hand in weaving at Warrenville, S. C.

Grady Settemeyer, of Gastonia, N. C., has accepted a position as salesman in the mill store at Clifton, S. C.

R. E. Tillotson, of Valley Falls, S. C., has accepted the position as second hand in cloth room at Hartsville, S. C.

J. H. Bagwell has resigned as overseer of weaving at the Hoskins Mill, Charlotte, N. C., to accept a similar position at Dan River Mill No. 3, Danville, Va.

Lindsay Padgett, of Shelby, N. C., has accepted the position of overseer of weaving at the Hoskins Mill, Charlotte, N. C.

J. R. McGowan, of Giffaney, S. C., has accepted the position as master mechanic at the Mobile, Ala., Cotton Mills.

Thomas Bogan has resigned as master mechanic at Glendale, S. C., to accept a position with the Southern Railway.

G. A. Winecoff, of Danville, Va., has accepted a position in the dye house at the Highland Park Mills, Charlotte, N. C.

W. H. Conner has been promoted from section hand to second hand in spinning at the Calvine Mills, Charlotte, N. C.

Jack Wilson, of Concord, N. C., has accepted a position in the dye house at the Highland Park Mills, Charlotte, N. C.

Pink Manning, of Henrietta, N. C., has accepted the position of overseer of spinning at the Louise Mill, Charlotte, N. C.

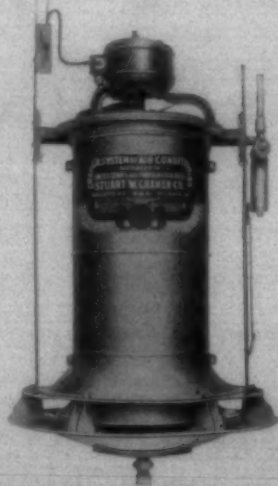
M. W. Southern, of Petersburg, Va., has accepted the position as second hand in carding at the Lily Mill, Spray, N. C.

P. S. Boyd, superintendent of the Mooresville, N. C., Cotton Mills, has been on a visit to his father at Stuart's Draft, Va.

J. C. Jolly, day spinner at the Moore Mills, Lenoir, N. C., has taken both carding and spinning at night at the same mill.

B. W. Bingham has resigned as overseer of carding at the Lockmore Mill, Yorkville, S. C., to become superintendent of the Marcia Mfg. Co., Crouse, N. C.

Overflow Personals Page 34



Cramer System of Air Conditioning

WITH OR WITHOUT

Automatic Regulation of Humidity and Temperature

Moderate in Cost

Cheap to Operate

Yields Big Returns

STUART W. CRAMER

CHARLOTTE,

NORTH CAROLINA

CONVENTION NOTES

Continued from page 13

entertainment committee, did so much for their pleasure.

An entertainment was given to the members and guests of the association in the Jefferson Hotel auditorium Thursday night by the city of Richmond and the Chamber of Commerce. John M. Miller, Jr., vice-President Carrington, Governor William Hodges Mann and Mayor D. C. Richardson being among the speakers. Governor Mann spoke on the relation of the State to invested capital, saying that Virginia welcomed with open arms all legitimate investment by corporations, and would impose only such regulations as were reasonable. A musical program followed, under direction of J. G. Corley, chairman of the convention committee of the Chamber of Commerce. Polk Miller spoke on Southern reminiscences, and several musical selections were rendered by an orchestra.

The beautiful Country Club and all of the up-town clubs were thrown open to the visitors and the convention badge gave free admission to the ball game.

The only regrettable feature was the intense heat which prevailed during the two days, the thermometer being around 95 degrees.

President Cooper's Dinner.

Preliminary to the convention, President D. Y. Cooper, of Henderson, N. C., gave a dinner in the palm rooms of the Jefferson Wednesday night to the officers, board of governors and a number of invited guests, covers being laid for about fifty.

Among the after-dinner speakers were Franklin W. Hobbs, president of the National Association of Cotton Manufacturers, a New England organization affiliated with the American Association; Arthur H. Lowe, president of the Lowe Manufacturing Company, of Huntsville, Ala., and of the Park Hill Manufacturing Company, Fitchburg, Mass.; W. A. Erwin, chairman of the board of governors, and secretary and treasurer of the Erwin Cotton Mills Company, of Durham, N. C.; John Skelton Williams, of Richmond; Ellison A. Smyth, president of the Pelzer Manufacturing Company and of the Belton Mills, Greenville, S. C., and Mayor D. C. Richardson, of Richmond. President Cooper presided, the dinner being in every way an elaborate and enjoyable affair.

Board of Governors Meet.

Following the dinner, a brief meeting of the board of governors was held, when the final revision of the program was had.

The Corn Products Refining Company made a very interesting exhibit of their various starches and other products, in the lobby of the Jefferson Hotel. E. B. Waldron, president of that company, attended the convention as did J. W. Lindau, Roger K. Gilbert and Vivian Q. Guion.

The U. S. Gutta Percha Co. had a small exhibit of Rice's Mill White paint and distributed handsome

The Vass Cotton Mills is located at Vass, N. C., a small town on the Seaboard Air Line Railway, about half way between Hamlet and Raleigh.

The building was constructed in

1910, but operations did not begin until April, 1911.

They have an equipment of 5,000 spindles on white and fancy colored hosiery yarns for the knitting trade exclusively, put up on Foster cones. The plant is electrically driven by power furnished by the Lakeview Electric Light and Power Co., generated about seven miles from Vass on Little River.

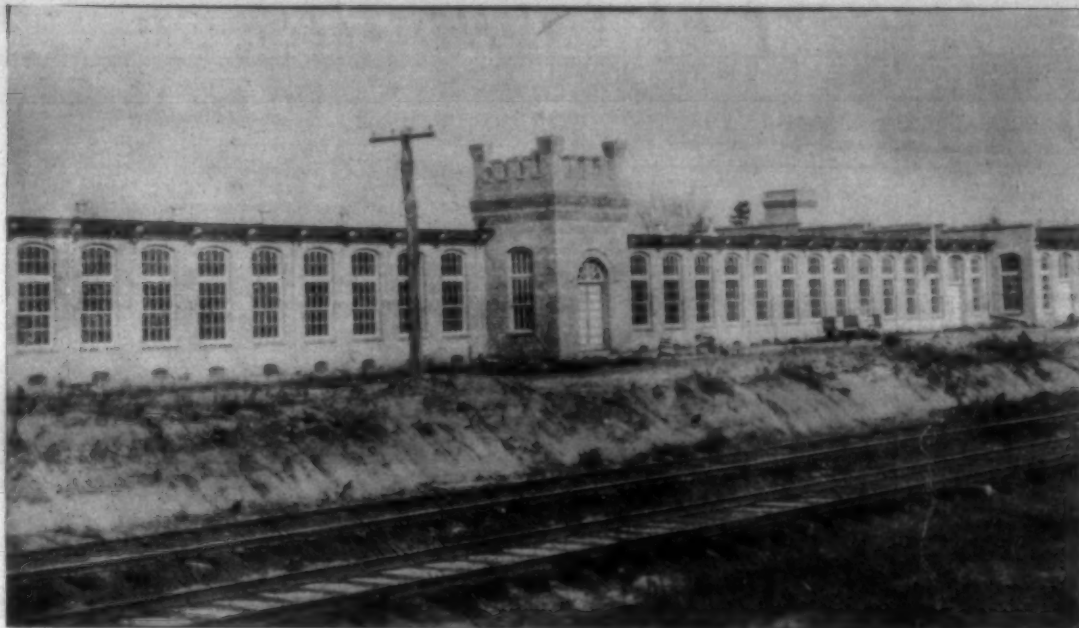
The machinery equipment was furnished by the Kitson Machine Co., of Lowell, Mass., and the Whitin

Machine Works, of Whitinsville, Mass.

The operatives have been secured chiefly from the long leaf pine section of Moore county.

The officers of the company are A. Cameron, president; W. B. Graham, secretary and treasurer and J. W. Kaneer, superintendent and manager.

Mr. Kaneer resigned as superintendent of the National Cotton Mills at Lumberton, N. C., to become manager of this plant.



VASS COTTON MILL, VASS, N. C.



L. D. TYSON,
Knoxville, Tenn.
Member of Board of Governors.

pins among those attending the convention. A. S. West, of Providence, and Mac Thompson, of Charlotte, represented them.

The Allis-Chambers Co., of Milwaukee, Wis., had a very interesting exhibit of their steam turbines. This was a small model with a cross section cut out so as to show all of the interior works. This exhibit attracted much attention.

The absence of Frank G. North, the popular southern representative of the Barber-Coleman Company, was especially noted as he is always a familiar figure at conventions. His recent illness prevented his attending, but his company was well represented by Messrs. McCausland and Spencer.

Both space and time prevented us from giving the extensive convention notes that we would like to print.

October 19, 1910.

Dary Ring Traveler Co.

Taunton, Mass.

Dear Sirs:

We have made careful tests off and on for the last eight years of your travelers and have used most all makes of travelers in the South and we consider your travelers superior to any, we have ever used. We find they run smoother, have less breakage of the ends, less waste, and smoother yarn, and better running weaving. We can cheerfully recommend the DARY traveler to any one that is having any traveler trouble.

Yours very truly,

T. H. HENDERSON,
General Superintendent Toxaway
Mills and Riverside Mills
Anderson, S. C.

THE DARY RING TRAVELER COMPANY

MANUFACTURERS OF

HIGH GRADE SPINNING AND TWISTING TRAVELERS

TAUNTON,

MASSACHUSETTS

Report of Committee on Excess Tare

OWING, in part, to the negligence of the chairman in not outlining work for the individual members of the Committee and by reason also of the fact—recognized, no doubt, by this body—that all manufacturers have, during the past year, had unusual cares and duties for which they felt direct responsibility, your Committee admits that it has not pressed as vigorously as it wished the two important subjects placed in its care.

The Chairman, however, has given time personally to the following three subjects which we feel are of interest to the Association and the farther co-operation of the Committee, should it be continued:

1st. Rolled Steel Ties: Some correspondence has been conducted with manufacturers of rolled steel ties, the claim being made that a steel tie, somewhat heavier in gauge than that now used in baling cotton cloths and say 3-4 inches wide, would hold a bale of cotton and would weigh, with the buckle (which would also be lighter) 85 to 75 per cent. less than the ordinary iron cotton ties now in use.

The steel tie having, it is claimed, a tensile strength greater by 50 per cent than the iron tie of same width and gauge, three pounds of steel ties, it is estimated, would perform the services now requiring 9 to 10 pounds of iron bands. The important argument is also made

that the cost to the farmer or ginner would be at least no greater.

In view of the lax tension in the case of bales of soft cotton, a different buckle will doubtless be used in lieu of that now used in baling cotton goods. It would perhaps also be necessary to use galvanized ties to prevent discoloration from rust where cotton is exposed to the elements. If the estimated cost of 13 cents a bale by use of the black steel ties or 15 cents a bale by using galvanized ties is correct, and an article of greater tensile strength is thus obtained, there should certainly be no objection on the part of farmers or ginnermen in adopting this improved product other than a desire, by the use of a heavier material, to make the difference between the cost of that material and the present high price of cotton. Against this it is clearly the duty of the buyer of cotton to protect himself.

2nd. Patent Bagging and Tie Plant: A group of North and South Carolina mills have united in the purchase of patent rights for repairing both bagging and ties, taking over, along with such rights, a plant in Norfolk for the making of batting out of the bagging scraps and waste cotton. An additional plant has been established in Spartanburg, the bagging and ties, just as taken from the bales, being there assembled by the mills for resorting. The patent bagging process cov-

ers the cutting out of the warp strands, which have been severed in the sampling of the cotton and then tying together by hand of the ends of the filling strands, thus bringing the unsevered warp strands together and avoiding the necessity for patching. The tie patent is a simple process of forming a bump on each side of the tie as it is being spliced, this bump or obstruction preventing the rivet or spliced ends creating an obstruction in passing through the press. The pressing up of this lump or obstruction is done simultaneously with the punching and riveting of the tie.

While it is hoped that this enterprise will assist in providing for the mills a better market for their bagging and ties, an equally, if not more, important object in view, is to effect a discontinuance of the sale to nearby ginnermen of heavily patched patterns to be repurchased by the mills at the present high cotton price.

An important factor in the success of the idea will also be the very proper refusal of the mills to buy local cotton covered with patched bagging. Arguments against a continuance of the present method of selling at one cent and re-buying at say 15 to 16 cents should not, it would seem, have to be pointed out to men of even ordinary business ability, much less

to those in charge of large manufacturing enterprises.

3rd. Gin Compress. In the paper, which perhaps suggested the appointment of this Committee, the prediction was made that sooner or later the process of compressing in transit with its many advantages, such as delays, occasional fraudulent packing and frequent excess covering, would be abandoned. The improbability, not to say the danger, of giving to Transportation companies the right to so radically change the form of any article while in transit—its actual identity being in many cases practically obliterated—would seem self-evident.

Your Committee is informed that perhaps by next week there will be ready for actual test and demonstration, a hydraulic gin compress which, it is claimed, can be used in compressing the lint just as taken from the gin or gently reducing the size of the ordinary plantation bale, the compressed bale in either case being 24 by 24 by 48 inches in size, as against the ordinary farm soft cotton bale of 58 by 27 by 45 and the present steam compress bale of 62 by 30 by 20. The actual differences represented by these figures can best be grasped by the simple statement that, if thus compressed, 100 bales of cotton, or the amount usually covered under one contract, could be ship-

Continued on page 24

SAMUEL T. FREEMAN & CO.

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Philadelphia, Pa., May 5, 1911.

Samuel T. Freeman & Co.,

1519-21 Chestnut Street,

Philadelphia, Pa.

Gentlemen:

Permit me to congratulate you upon the success of the Chester Worsteds Company's sale. The cataloguing and selling were the best I have ever seen and your method of circularizing such as to practically insure a successful sale, reaching as it does, not only the right concern but the right man in each concern.

As for results, I can only say that our machinery realized considerably more than similar machinery at recent sales and both the creditors, whom I represent, and I, myself, feel that it was largely due to your skillful management and that we were most fortunate in being able to secure your services in this matter.

truly yours,

ANDREW MACALLISTER,

Trustee.

James Martin Dye Works, Philadelphia
Dickeyville Kersey Mills, Baltimore, Md.
Wm. C. Urner & Co. Knitting Mills, Spring City, Pa.
James Dunlap Carpet Co., Philadelphia
Christopher Baily Cordage Co., Philadelphia
Landenberger Manufacturing Co., Philadelphia
Amherst Knitting Mill, Baltimore, Md.
DeLong Furniture Co., Topton, Pa.
Dragon Motor Co., Philadelphia
James Reilly Repair Co., Jersey City and Philadelphia
Peoples Iron Works, Philadelphia
Iron and Steel Products Co., Lebanon and Bristol
Wolff Process Leather Co., Somerdale, Pa.
Thomas Caves & Sons Mill, Philadelphia
Geo. Dietrich, Contracting Plant, Esopus N. Y.
Caloris Manufacturing Co., Philadelphia
McCormick Construction Co., Rosslyn, Va., and Harrisburg, Va.
Armure Tapestry Co., Sellersville, Pa.
Caledonian Mills, Clifton Heights, Pa.
Chester Worsteds Co., Chester, Pa.
Chas. A. Sims & Co., Newburg

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as buyer or seller. Catalogues of all machinery sales sent upon receipt of name and address—All sales receive our personal supervision.
SAMUEL T. FREEMAN & CO.

MILL NEWS ITEMS OF INTEREST

Randleman, N. C.—A spur track will be built from the Southern freight depot to the Randleman Mills.

Hickory, N. C.—The Ivey Cotton Mill shipped 70 bales of cloth last week and has a rush of orders.

Cherryville, N. C.—It is reported that Howell Mfg. Co., will be operated day and night. C. B. Armstrong, of Gastonia, N. C., is now selling agent.

Lexington, N. C.—The Dacotah Mill recently placed an order with Jno. W. Fries, of Winston-Salem, N. C., for a complete equipment of Hygrosso humidifiers.

Baltimore, Md.—The Klots Throwing Co., with a branch mill at Lonaconing is reported to be considering additions to the equipment of the factory there for silk throwing.

Alta Vista, Va.—The officers elected at the recent meeting of the stockholders of the Alta Vista Cotton Mills, were John E. Lane, president; R. L. Cumnock, vice president and general manager, and A. G. Bell, secretary and treasurer.

Crouse, N. C.—The Marcia Mills Company of Crouse, Lincoln county, has been incorporated, capital \$125,000, by B. D. Miller, R. K. Blair and others, for mercantile and manufacturing business. As recently mentioned, this company will lease the Burke Mfg. Co.

Griffin, Ga.—Goodrich & Cleveland, attorneys for the Spalding, Boyd-Mangum and Central Mills, have filed an answer in the recent bankruptcy proceedings, admitting the insolvency and the appointment of R. H. Drake, as receiver, has been made permanent.

Waco, Texas.—The Business Men's Club, Waco, is promoting a movement for the organization of a company to build a cotton mill and contemplates a plant equipped with about 5,000 spindles. The movement is progressing and is expected to materialize in the near future.

Gastonia, N. C.—The Flint Manufacturing Co., is now receiving and installing the new machinery it was recently mentioned as contracting for. This new equipment includes 2,500 spindles with accompanying carding and combing machinery, all representing an investment of about \$50,000.

Piedmont, N. C.—The Piedmont Mills recently placed an order with Stuart W. Cramer, of Charlotte, for a complete equipment of humidifiers. The entire humidifying sys-

tem will be revamped and the Cramer Automatic Regulating System will be installed in every department.

Washington, N. C.—Tar River Hosiery Mill will start operations with 35 knitting machines and a 30-horse power steam plant. It will occupy the factory building which was formerly the Thelma Knitting Mill. This is two stories high, 30 by 70 feet. The output will consist of about 150 dozen misses' ribbed hosiery, daily.

Greenville, S. C.—The Crown Cotton Co., is now giving consideration to plans for its proposed mill that will manufacture from cotton mill waste. Details will probably be announced soon. The company was mentioned several weeks ago as chartered by Lewis W. Parker and associates. It has a capital stock of \$35,000.

Hillsboro, N. C.—The Bellevue Manufacturing Co., has begun the construction of its recently announced addition and will push the work steadily to completion. This addition will be 75 feet long by 60 feet wide, and is to be equipped with dyeing machinery. The company manufactures cloth and has an equipment of 5,000 spindles, 200 looms, etc.

Anderson, S. C.—At the annual meetings of the Orr Cotton Mills, all the directors were re-elected. The officers were also re-elected, excepting the secretary and assistant treasurer, H. H. Orr of the Orr Mills, who resigned to enter business in Greenville. J. H. Humbert of the Whitmire Cotton Mills, was elected to succeed Mr. Orr. The Orr Mills directed a 3 per cent semi-annual dividend payable July 1.

Senoia, Ga.—Attorney Clarence Bell has been appointed special master by Hon. W. T. Newman, judge of the United States court, in the hearing of the bankruptcy proceedings of the Senoia Duck Mills, of Senoia, Ga. An involuntary petition in bankruptcy was filed against the mill company several weeks ago, and in its answer insolvency and the commission of the act of bankruptcy were both denied.

Cliffside, N. C.—The annual meeting of the stockholders of the Cliffside Mills, was held here on Wednesday with a full attendance. There was general satisfaction with the management of the corporation during the past year.

R. R. Haynes, president; Dr. T. E. Lovelace, vice president, and Chas. H. Haynes, secretary-treasurer, were re-elected for the ensuing year, and the usual dividend was declared.

Collinsville, Ind.—It is reported in some quarters that Collinsville may get a large hosiery manufactory in the near future. It is said that three factories in other southern Illinois cities are to be consolidated and moved to Collinsville. The company, report has it, have been capitalized at \$100,000, with seven-tenths paid up, the remaining \$30,000 being offered to residents of this city, to build a suitable building and install the equipment.

Walhalla, S. C.—The stockholders of the Walhalla Cotton Mills held their annual meeting recently and, after a thorough discussion of the question, decided to remain independent and will not join in any of the merger propositions. The following directors were elected: R. B. Hopkins, Baltimore, Md.; Alexander Long, Rock Hill, S. C.; J. E. Sirrine, Greenville, S. C.; J. B. Stevens, New York city, and J. D. Verner, R. T. Jaynes and E. S. Lucas, of Walhalla. The board of directors elected E. R. Lucas president and treasurer.

High Point, N. C.—The Pickett Cotton Mills in the Western part of the city are fast taking shape. The main building is 130 by 305 feet and will be two stories high, besides a basement.

The Central Carolina Construction Company of Greensboro has the contract for erecting the plant and it was designed by Lockwood, Greene & Company of Boston, Mass. It is expected that the mills will be running by fall. F. M. Pickett is the secretary and treasurer of this company.

Alta Vista, Va.—Work was begun Monday on the factory building of the Alta Vista Cotton Mill after six months' idleness. At a stockholders' meeting R. L. Cumnock, of Anderson, S. C., was elected vice president and general manager of the company and instructed to complete the factory and fifty cottages for employes with all dispatch. Among the directors of this company are J. H. Hayes and Fred H. White of Charlotte. The late A. C. Hutchison of Charlotte was largely interested in the Alta Vista mill.

Augusta, Ga.—An issue of \$400,000 stock, 7 per cent cumulative preferred, has been recommended by the directors of the John P. King Manufacturing Co. A letter to the stockholders states that, in the last six years, the company has put improvements in the mill to the value of \$450,000, and that it is now one of the most up to date in the country, but that it is handicapped for lack of sufficient commercial capital, and the proceeds of this proposed issue of stock will obviate possible financial embarrassment.

Caroleen, N. C.—The stockholders of the Henrietta Mills held their annual meeting at Caroleen-Henrietta May 11th, and expressed themselves as being well pleased with the inlook and rather more hopeful of the outlook than was the case a few months ago. They found all officers and operatives promptly at their posts and the mill turning out excellent production.

The authorities here, always thoughtful and tasteful, had mills, towns, business houses and homes dressed up in the most beautiful of May Day attire; and in charge of President Tanner and Superintendent Dobbins the visitors were delighted with their visit to these mills communities.

Anderson, S. C.—Several manufacturing concerns of this city held their annual meetings May 13th. Following were the results:

The Gluck Cotton Mills elected the following as directors and officers for the ensuing year: Directors, W. H. Wellington and C. E. Riley of Boston, E. Chappell of Atlanta, Edward Ehrlich of Columbia, R. E. Ligon, R. S. Ligon, J. R. Vandiver, N. B. Sullivan and J. L. Gray of Anderson; officers, R. E. Ligon, president and treasurer; J. R. Vandiver, vice president; G. B. Walton, secretary. The usual 10 per cent annual dividend was authorized.

The Cox Cotton Mills elected the following directors and officers: Directors, R. E. Ligon, J. R. Vandiver, E. P. Vandiver, J. A. Hall, W. F. Cox and W. A. Watson of Anderson and William H. Wellington of Boston; officers, R. E. Ligon, president and treasurer; J. R. Vandiver, vice president; C. C. Dargan, secretary.

Shelby, N. C.—A case of much interest decided by the Supreme Court is the case of the town of Shelby vs. Lily Mills & Power Co., in which the court rules in favor of the contentions of the town of Shelby, in which the contamination of the water supply of the town was involved.

The Lily Mill & Power Co. was emptying into French Broad river, above Shelby, its raw sewerage and Shelby insisted that the company must take care of this sewerage through a disinfecting plant. The Lily Mill & Power Co. set up the defense that the company had been enjoying the privilege of disposing of its sewerage by simply running it into the river for twenty-five years and had thereby attained a prescriptive right to this privilege.

The Supreme Court denies this right to the company and declares that the preservation of public health, as well as public morals, is a duty devolving upon the State, the discharge of which is denominated an exercise of police power, and it is under such power that such legislation as this is sustained and enforced.

Greenville, S. C.—The Katrim Mfg. Co., with a capital stock of \$50,000, which is to be located in Greenville, has been commissioned by the secretary of state. The company proposes to do a general cotton manufacturing business. The company also is given the right to acquire and develop water powers for the manufacture of electric power.

The petitioners for a charter are: William G. Goldsmith, F. Hammond, H. Briggs, J. A. Greer and B. F. Geer and B. E. Geer, all of the city of Greenville. This company was organized to purchase the Fork Shoals Mill.

Greenville, S. C.—A commission was issued on Tuesday last by the Secretary of State to the incorporators of the Woodside Cotton Mills Company, Greenville, S. C., with a capitalization of \$3,000,000. The incorporators are John T. Woodside, T. Q. Donaldson, E. F. Woodside, B. A. Morgan and J. D. Woodside.

As announced the three mills, the Woodside Cotton Mill, of this city; the Simpsonville Cotton Mill, of Simpsonville, and the Fountain Inn Manufacturing Company, of Fountain Inn, will be united under one management and the new company will be headed by J. T. Woodside. This week the charter was granted this new company.

Spartanburg, S. C.—The annual meeting of the stockholders of the Tucapau Mills, the D. E. Converse company, (Glendale Mills) and the Clifton Manufacturing company were held May 9th.

Tucapau Mills declared the usual semi-annual dividend of five per cent. This is considered an enviable achievement in the present unfavorable condition of the cotton mills industry. The Converse and Clifton companies passed dividends.

The Tucapau stockholders re-elected the directors: Messrs. T. E. Moore, J. B. Cleveland, Alfred Moore, J. F. Cleveland and John Z. Cleveland.

The directors re-elected the officers: President, J. F. Cleveland, and treasurer and general manager, T. E. Moore.

Piedmont, S. C.—The stockholders of the Piedmont Manufacturing company held their annual meeting May 9th in the company's office. The former officers were re-elected at this meeting to serve for another year. A meeting of the directors was also had following that of the stockholders.

An elaborate banquet was served the stockholders and business men of the town in the Y. W. C. A. build-

Selling All the Yarn He Can Make

I know a man who makes yarn. Even in these benign times he is selling all he can make, and he is running night and day. Better yet, he is getting 1-2 to 1 cent more per pound than the market.

Better again, he's using shorter staple cotton than he ever used before; shorter than his un-humidified competitors.

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B. S. COTTRELL, Manager.

Southern Cotton Mill Directory

PRICE \$1.00

We have on hand a few of the last edition, August 1st, 1910. This is the most convenient directory of Southern Cotton Mills. Pocket size

Clark Publishing Co.

CHARLOTTE, N. C.

ing by the ladies of the Y. W. C. A.

The Piedmont Manufacturing company has one of the foremost mill villages in the State, and the status of the company has always been a source of pride to the officers, stockholders and mill villagers. While the present year has not been a profitable one to the mill the business integrity of the officers has kept the mill going on a sound basis.

Fork Shoals, S. C.—It is understood that a company has been formed among Greenville business men and a commission applied for which will take over the building and real estate of the Fork Shoals Cotton Mill. The company has a capitalization of \$50,000 and is headed by B. E. Geer. Associated with him is J. M. Geer and several other Greenville men. The company, it is said, will not attempt to put the mill into operation again, making the purchase merely as an investment.

The Fork Shoals Cotton Mill has been owned by Mr. Nesbitt of Fork Shoals, who is preparing now, it is understood, to deliver the deeds for the property. The output of the mill has been cotton yarn.

The purchasers, it is understood, will dismantle the mill, selling the machinery and retaining the real estate.

Newberry, S. C.—The annual meeting of the Newberry Cotton Mills was held on Tuesday of last week. The report of President Wright showed that the work of the year had been successful in output, both in quality and quantity. The plant is in fine shape, and everything is running smoothly. Considering how hard the mills have been hit by the high price of cotton, the directors were gratified with the result of the year's work, which has been due to good management.

The following directors were elected for the ensuing year: Z. F. Wright, F. Z. Wilson, J. S. Wheeler, John M. Kinard, W. H. Hunt, J. N. McCaughrin, F. N. Martin, George S. Mower, James McIntosh, O. B. Mayer. At a subsequent meeting of the board of directors the following officers were re-elected: Z. F. Wright, president; F. Z. Wilson, vice president; J. M. Davis, superintendent; R. D. Wright, bookkeeper; George S. Mower, attorney.

Beyond the Husband Stage.

"You say you are your wife's third husband?" said one man to another during a talk.

"No, I am her fourth husband," was the reply.

"Heavens, man!" said the first man; "you are not a husband—you're a habit."—Exchange.

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AMONG THOSE PRESENT

Continued from page 17

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 Peabody, D. W., General Electric Co., Empire Bldg., Atlanta, Ga.
 Pennall, E. C., Mgr. Yarn Dept., Jas. F. White & Co., 56 Worth St., New York, N. Y.
 Pratt, W. B., Salesman W. H. Bigelow, Agent, Charlotte, N. C.
 Price, Theo H., 82 Beaver St., New York, N. Y.
 Putnam-Hooker Co., Commission Merchants, Cincinnati, O.
 Parks, F. W., G. M. Parks Co., Fitchburg, Mass.
 Pratt, H. K., Whitin Machine Works, Whitinsville, Mass.
 Porter, S. C., O. D. S. S. Co., Atlanta, Ga.



STUART W. CRAMER

Charlotte, N. C.

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 Quarles, E. D., Richmond, Va.
 Rau, Albert, 72 Leonard St., New York, N. Y.
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 Ray, R. B., Treas. McAden Mills, McAden Mills, McAdensville, N. C.
 Reinhardt, R. S., Pres. & Treas. Elm Grove Cotton Mills, Lincolnton, N. C.
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 Riegel, Benjamin D., Treas. Ware Shoals Mfg. Co., Ware Shoals, S. C.
 Roberts, J. M., Sec. & Treas. John Rudisill Mfg. Co., Lincolnton, N. C.
 Roberts, S. Edgar, Stevens Sanford, Cushman & Jordan, 83 Leonard St., New York, N. Y.
 Rodman, Lee, Vice-Pres. Indiana Cotton Mills, Cannelton, Ind.
 Ruddisill, D. A., Sec. & Treas. Cherryville Mfg. Co., Cherryville, N. C.
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 Rusden, E. A., Vice-Pres. Textile

Finishing Machine Co., Providence, R. I.
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 Schell, Taylor & Longstreth, 230 Chestnut St., Philadelphia, Pa.
 Sturdivant, M. P., Glendora, Miss.
 Scott, Albert L., Lockwood, Greene & Co., 93 Federal St., Boston, Mass.
 Sellers, Alexander, Vice-Pres. Wm Sellers & Co., 1600 Hamilton St., Philadelphia, Pa.
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 Spellissy, W. A., Mutual Yarn Co., Philadelphia, Pa.
 Springs & Co., New York, N. Y.
 Steel, Phil. S., W. M. & F. W. Sharples, Philadelphia, Pa.
 Steele, S. H., Textile Manufacturers Journal, 377 Broadway, N. Y.
 Strang, James, Saco Pettee Co., Newton Upper Falls, Mass.
 Straub, H. H. W. C. Robinson Sons Co., Charlotte, N. C.
 Street, John F., Eddy & Street, Providence, R. I.
 Suffern, Robert A., Mgr. Suffern & Co., 90-96 Wall St., New York, N. Y.
 Steele, J. F., Morgan City, Miss.
 Separk, Joseph, Sec. Gray Mfg. Co., Gastonia, N. C.
 Shaw, W. T., Pres. & Gen. Mgr. Shaw Cotton Mills, Weldon, N. C.
 Smyth, Ellison A., Pres. Pelzer Mfg. Co., Belton Mills, 96 Mills, Greenville, S. C.
 Spain, J. W., Agent Atlantic & Gulf



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Spartanburg, S. C.

New Member Board of Governors.

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 Stearn, S. Walter, New Orleans, La.
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 Smith, Wm. B., Richmond, Va.
 Smith, J. M., Buckeye Electric Co., Cleveland, Ohio.
 Stone, W. H., manufacturers' Record, Baltimore, Md.
 Stringfield, E. W., Philadelphia, Pa.
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 Taylor, J. F., Pres. Kiuston Cotton Mills, Kingston, N. C.
 Tuller, Chas. D., Sec. & Treas. Exposition Cotton Mills, Atlanta, Ga.
 Tyson, L. D., Pres. Knoxville Cotton Mills, Knoxville, Tenn.
 Tennent, E. S., Dealer in Mill Supplies, Spartanburg, S. C.
 Thackston, W. J., Thackston & Son, Stock Brokers, Greenville, S. C.
 Thomas, J. H., 239 Chestnut St., Philadelphia, Pa.
 Thompson, Robert L., Mgr. Consolidated Co., Spray, N. C.
 Thompson, Geo. G., Jr., D. F. A. Southern Ry., Greensboro, N. C.
 Tolar, John R., Jr., Tolar & Hart, 88 Leonard St., New York, N. Y.
 Tarwater, J. J., Peck Mfg. Co., Warrenton, N. C.
 Thompson, M. C., U. S. Gutta Percha Paint Co., Providence, R. I.
 Taylor, J. P., Henderson, N. C.
 Thompson, W. P., Providence, R. I.
 Thomas, S. C., Seydel & Co., Spartanburg, S. C.
 Williams, H. E., Ilta Bend, Miss.
 Walton, Sunnyside, Miss.
 Walden, E. B., President Corn Products Refining Co., 26 Broadway, New York, N. Y.
 Broadway, New York, N. Y.
 Walker, Thos. P., Wm. D'Olier & Co., Philadelphia, Pa.
 Washburn, U. S., A. H. Washburn, Charlotte, N. C.
 Webb, C. S., Cotton Broker, Greenville, S. C.
 Wentworth, Philip C., Draper Co., P. O. Box 561, Fall River, Mass.
 Whitridge, Morris, Whitridge, White & Co., 10 South St., Baltimore, Md.
 Wilde, Fred A., The Stafford Co., Readville, Mass.
 Wilson, R. T. & Co., New York, N. Y.
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 Watts, Ridley, Grinnell Willis & Co., New York, N. Y.
 Wier, J. Stuart, Sec. Atherton Mills, Charlotte, N. C.
 Wilson, Robert, Sr., Eagle & Phenix Mills, Columbus, Ga.
 Winslow, A. S., Supt. Clinton Cotton Mills, Clinton, S. C.
 Winston, Moses C., Pres. Lizzie Cotton Mills, Selma, N. C.
 Woodside, J. D., Treas. Woodside Cotton Mills, Greenville, S. C.
 Woodward, Wm. I., Agent Shetucket Co., Norwich, Conn.
 Woodbury, C. J. H., secretary National Association of Cotton Manufacturers, Boston, Mass.
 Williams, W. S., A. D. Little Co., Boston, Mass.
 Westbrook, R. H., Buckeye Electric Co., Cleveland, Ohio.
 Waring, Loyd, Patterson Mills,

Roanoke Rapids, N. C.

Woody, Thos. N., High Falls Mfg. Co., High Falls, N. C.

White, Fred H., Whitted & White, Charlotte, N. C.

PLAN OF WOODSIDE MERGER

Continued from page 18

For each share of the Fountain Inn Manufacturing Company preferred stock (par value \$50) 1-2 share of the proposed Woodside Cotton Mills Company preferred stock (par value \$100.)

Owing to the changed conditions in the cotton milling industry, in order to obtain the best results in manufacturing it has become advisable for the mills which are practically under the same management to combine, thereby making a stronger and more effective organization.

In arriving at a just and equitable basis of exchange of stock the differences in physical condition, earning capacity and all the elements entering into the value of the properties were thoroughly considered. No fraction of shares will be issued. The present stockholders are to have the privilege of subscribing for their pro rata of the stock in the proposed Woodside Cotton Mills Company and any remaining unsubscribed for, the officers are to have authority to sell the same for not less than par. Arrangements have already been made for the sale of such stock.

Continued from page 7

ped in one 34 foot car, with seals unbroken between shipping point and destination.

Your committee, of course, is not in a position to substantiate the claims above outlined or as yet to express an opinion as to the practicability of this particular compress. Should it, however, prove practicable and its actual workings accomplish the estimated saving in reduction of covering and the space required in warehousing and transporting, it cannot but be a material factor in remedying some of the evils against which cotton growers, ginners, merchants, warehousemen, transportation companies, manufacturers and bankers are now contending, should this particular device not prove practicable, our interests in the ultimate obtaining of results similar to those claimed for it should not abate. The perfection of the compress (whether now in process of development or yet to be invented) which does accomplish such results, will well deserve our interest and its general use our co-operation.

Respectfully submitted,

JNO. A. LOW, Chairman.

JNO. W. FRIES,

C. W. JOHNSTON,

LAWRENCE McRAE,

DAVID JENNINGS,

Committee.

The Price-Campbell Cotton Picker

LAST October Mr. Theodore H. Price, of New York, invited your Association to appoint some one from the membership of the Association to go with himself and a party of ladies and gentlemen from New York and New England to Texas and Oklahoma, for the purpose of witnessing field and shop demonstrations of the Price-Campbell cotton picking machine. Your honorable Secretary sent me the appointment, which was accepted.

I went to St. Louis, there joining the party at the Terminal Hotel, Saturday afternoon, October the 15th. We left St. Louis that evening at about eight o'clock, stopping the next night at Mesquite, Texas, a small town about seven miles from Dallas. The following morning the party was driven out to the plantation of Mr. Schuyler B. Marshall, where we saw the first demonstration of the machine. A large crowd had assembled; the machine was promptly put in operation, moving down and directly over the cotton row, being guided by a man sitting on a comfortable seat above the fore part of the machine; it moved along about as fast as the average man walks. The crowd followed the machine closely up and down the rows of cotton, and I noted very closely the operation of the machine and the effects upon the growing plants. At the time of the demon-

BY H. B. JENNINGS BEFORE THE AMERICAN COTTON MANUFACTURERS ASSOCIATION

stration the plant had not been touched by frost, was very green, and contained a good supply of open cotton. I had gone on this trip right reluctantly, feeling that I would of necessity have to make a report which would be condemnatory of the machine, as I had always believed this accomplishment one of the mechanical impossibilities. The first operation of the machine was an "eye-opener;" it did the work far better than I had expected, the cotton being picked without visible injury to the plant; not even were the open blossoms damaged; I did not see a bloom or a green boll fall to the ground. The open cotton was nearly entirely cleaned from the stalk by the machine, and at the rate of about five hundred pounds per hour, with only one man operating it.

The machine has the appearance of a large automobile, and is driven by a 30-horsepower gasoline motor, which seemed to supply ample power for the purpose intended. The cotton picker, as stated before, moves directly over the plant, and has in front a V-shaped guide, which slightly compresses the plant as it passes along, bringing the whole within reach of the little steel fingers; these fingers are the most ingenious part of the machine;

there are about three hundred of these on each side of the center line of the picker; they are about eight to ten inches long, by about one-fourth inch diameter at the hub end, tapering to a point about one-eighth inch diameter; they revolve very rapidly, and have a faculty of moving backward out of the branches of the plant, at the same speed as the machine moves forward; this largely explains how these numerous steel fingers can thoroughly search every inch of space within the plant form without tearing and otherwise damaging the plant itself. The finger has a row of teeth, very much the same as saw teeth, running from end to end, but covering laterally only one-fifth of the surface; this finger, turning to the right, engages any lint which it comes in contact with, and releases it when it reverses its motion on the back stroke; thus released, the cotton is delivered onto a belt conveyor, there being one on each side of the machine; these conveyors take it to a large canvass basket at the rear of the machine, a basket being on both right and left-hand sides; the two sides of the machine are identical in all respects which makes it unnecessary that the steel fingers should penetrate more than half way through the

plant form.

We saw the cotton picked on Mr. Marshall's plantation weighed, and loaded in several wagons; this was marked for identification by the members of our party, and the drivers were directed to go to the large Murray Ginning Company plant at Dallas. Our car was soon attached to a passing train, which took us to Dallas; we went immediately to the gin, and about the same time the loaded wagons arrived; the cotton was identified by our party, and was then driven under gin's suction conveyor, and delivered to a cleaning machine, thence to the gins and to the press; we witnessed all the details of converting the cotton from seed cotton to bale ready for market. When the cotton was baled and rolled on the platform, we took samples from all four sides; the consensus of opinion was that the cotton classed Strict Middling (New York Classification.)

The next demonstration was at the Dallas Fair Grounds; the ground encircled by the race track was planted in cotton, which was ready for picking; here we saw two of the Price-Campbell cotton picking machines in active operation. So much interest was manifested in these machines, the field was enclosed by wire fence, and gatekeepers employed to keep back the crowds. Here I saw another me-

Continued on page 17

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Over the leather system before placing orders for new machinery, or if contemplating an increase in production, have them applied to their old machinery.

25 to 33 PER CENT MORE PRODUCTION GUARANTEED

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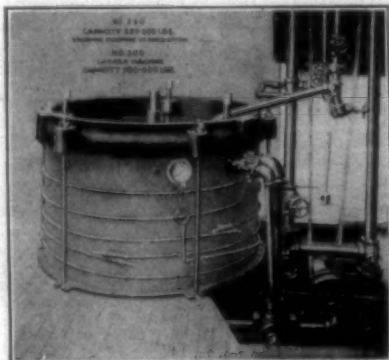


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15 to 20 per cent Saving in Drugs

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Efficiency and Scientific Management.

Continued from page 12

9,000 shots fired at a distance of a mile and a half only 125 took effect, and among them not a single twelve-inch shell.

To the average American the Navy is the same today as thirteen years ago, but scientific management has come into the Navy, the principles of efficiency have been applied and today at twice the Santiago distance there is not a battleship that could not hit with half the shots a much smaller target than the Spanish man-of-war, the shots being fired in one-quarter the time. This means that each individual battleship is several hundred times as effective as a decade ago. This has been brought about by bringing all the available information and helps in the world to bear, practicing and practicing until high result is obtained, thus making each to live in fullest measure up to the responsibility imposed on him.

Another current criticism of inexperience and ignorance is that methods of scientific management can only be applied to oft-repeated work, localized and centralized as to control. It is better to know less than to know so much that is not so. We who know can tell the theoretical critic that repeated localized work ought easily to be well managed and that in fact in some work of that kind most losses have been eliminated. It is because it is harder to apply even elementary control that unrepeatable, unlocalized work is so terribly inefficient. Let us assume that a repeated localized operation shows a recorded efficiency of 95 per cent, that the similar unlocalized, unrepeatable operation shows an efficiency of 10 per cent. Which is the more sensible and more profitable task, to bring the repeated work up to 100 per cent efficiency or to bring the unrepeatable operation up to 60 per cent? In one case the improvement is 5 per cent, in the other 500 per cent, and when precisely this criticism was made by a master mechanic in a great textile mill as to his repair work, I showed him the first worker and mentioned that his efficiency was only 1 1-4 per cent, not because it was an unrepeatable job, but because the worker overran the stroke, because the shaper was running slow, because they

were using a diamond-pointed carbon tool, because four cuts were taken instead of two, because in part the elementary principles of scientific management had not been applied.

Nowhere is work more scattered than on a great railroad. The fast train from New York to Chicago runs through six States and over two different railroad systems, yet its time schedule is scientifically adhered to from start to finish. On another railroad of 10,000 miles, located in 12 different States and Territories, with its repair work in more than 20 shops, large and small, employes of all nationalities and kinds, a little scientific management reduced the expenses for maintenance of shop machinery and tools from \$500,000 to \$250,000, in spite of an increase of 50 per cent in business, and this result was predicted, the methods of realization planned before it was undertaken.

Scientific management is not an edict that has gone out from Congress. Nobody in control who is content with his old methods and his slow progress will be forced to change his ways. He can fall behind and perish if he so elects, or he can continue to exist because of special advantages; but he who without investigation or experience says there is nothing to it is worse than the ostrich with its head in the sand.

I went into a small restaurant one cold day last Winter and said to the waiter:

"Do you serve stews?"

"Well, not generally," he said, "but we'll make an exception in your case."—Exchange.

In the shop was a sign which read: "Shaving Democrats—15 Cents.

"Shaving Republicans—30 cents."

I asked the man the reason for the difference in price and he said that since the election the faces of the Republicans were so long that it was worth twice as much to shave them.—Exchange.

I stopped at a hotel one time, and before I had been in bed five minutes several mice began running about the room. I sent word down to the clerk to send me up a mouse trap, and he sent up a cat with the request not to keep it long, as the fellow in the next room wanted it.—Exchange.

W. H. BIGELOW

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127 Central Avenue, Atlanta, Ga.

The Present Status of the Cotton Ginning Industry the World Over.

Continued from page 8

feet in diameter, with a crank pin about four inches from the axle. A rod connects the crank pin with the treadle stick, the latter being a rough tree branch, ending in three prongs. The operator stands with right foot on treadle stick, by means of which he turns the iron roller, and with his left hand turns the crank which revolves the wood roller, while with his right hand he feeds the seed cotton into the rollers. The rollers pull all the fibres off the seeds and carry them through, while the seed drop in front. The probable cost of this cotton gin is about \$5.00 United States currency." (From Daily Consular Trade Reports, February 24th, 1911.)

Brazil.—Saw gins of twenty to sixty saws have been in vogue but now are being changed to gins of the roller pattern.

Russia in Asia.—Saw gins are extensively used. Russia is copying the methods used in our cotton belt, by equipping their gin houses with the saw gin system and handling their cotton as we do here. They have even learned from our Southern ginner the art of using petroleum in the breast of the saw gins when running on damp cotton to prevent the teeth of the saws from clogging.

Peru.—Saw gins are used on the short cottons while roller gins are installed to gin the longer varieties.

Mexico.—Both types of gins are in use,—the saw gins in the larger ginning plants. The roller gins are quite extensively used in small sections growing cotton of thinly coated seed.

British West Africa.—The British Cotton Growers' Association, working under a royal charter, have installed several modern and expensive saw gin plants in Nigeria, where they have been successful in growing cotton from one inch to an inch and an eighth in length. They are hopeful of raising several hundred thousand bales within the next two or three years. This year they are testing roller gins of the "Duplex" type.

The West Indies, South and Central America are experimenting in cotton growing, the roller gins being the favorites.

Turkey.—About 40,000 bales are grown. The seed cotton is picked and taken to the large steam-power ginning plants of roller gins of the McCarthy pattern. No saw gins are used. The native cotton pod does not burst open when ripe, like the American cotton. The pod containing the cotton is picked from the plant by hand, transported to the ginning plants, where the cotton is removed from the pods by women, who receive 40c. for shucking 100 kilograms or 220 pounds of cotton. At this rate they earn about eight or nine cents per day.

Over 3,000 roller gins are used in Turkey, including hand-power gins. (Daily Consular Reports.)

In the cotton-growing States of America, and to those commonly known as "Dixie," the land of cotton,

we must add Arizona and California, the latter showing considerable awakening in cotton raising. We find the saw gins and their systems universally used on all cottons but the Sea Island, where rolled gins are exclusively used. The Sea Island cotton, from 90,000 to 100,000 bales of 400 pounds each, is ginned by the McCarthy roller gin principle, having a capacity of 40 to 65 pounds lint per hour. All the balance of the crop grown in the United States—the Uplands, Peelers, Staples, short and long cottons are ginned by the saw gin system, having a capacity from 300 to 450 pounds per hour per gin.

Roller gins of the McCarthy pattern have been tried in the Mississippi delta but because of their very small production, not more than 40 pounds per hour, they were discarded. However, they proved conclusively that roller ginning would preserve the fibre, increasing its value over saw ginning from one to three cents per pound. The cotton mills fixed these values on many tests. The lack of capacity, together with the increasing cost of labor, killed the single-roller, McCarthy principle of ginning in this field, ever it is, here or abroad, is handicapped, having no automatic self-feeder, such as feed the saw gins. This adds to the operating expense, the cost in labor overcoming to a large extent the extra value of the saving in the lint. Forty pounds per hour as against 400 pounds, as produced by the saw gins, is too great a margin to be overcome where labor is high.

The history of the saw gins in this country, dating back to 1794, shows wonderful improvement in two distinct ways. First, the capacity has been increased tenfold—from 40 pounds per hour to 400 pounds, and even 500 pounds lint cotton where the larger size gins of 80 saws are used and speeded to their utmost. Second, system ginning has been created,—the handling of the cotton by air. No hands touch the cotton from wagon to bale. All efforts apparently have been made to gain greater production, without any thought being given to preserve the fibre in process of ginning. Not one improvement has been made in reducing the destructive effects of the saws on the cotton fibres. No attention whatever has been given, so far as results show, in the way of saving the length, strength and spinning quality of the fibre. It is quite evident that their motto has been "Sacrifice of Quality to the Spinner for Quantity to the Ginner." And it is very natural that should be the case. "The Ginner buys the Gins"—"The Mills buy the Cotton." The ginning of the cotton has always been a farmer's proposition. It is today. In my judgment, it should be a Mill proposition as much as a Farmer's.

The Ginning Problem: Let me quote from Bulletin No. 40 on Cotton Production, issued by the Department of Commerce and Labor, June 6, 1908:

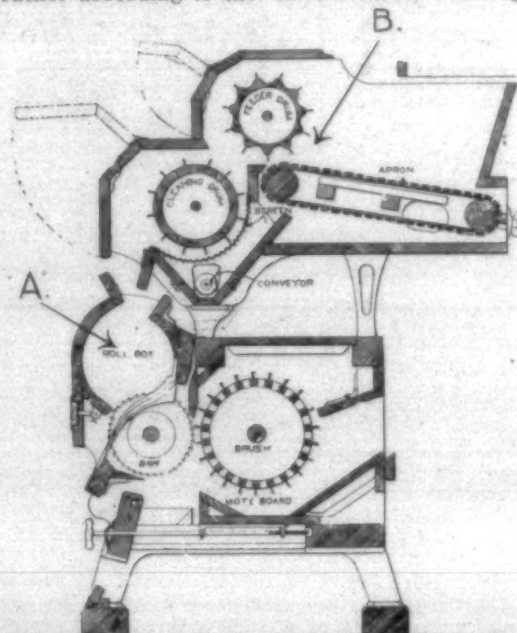
"Much time, energy and money have been expended in the efforts to solve the difficulties which attend present ginning processes. In the

effort to gain speed and economize labor, too little consideration has been given, however, to the resulting condition of the fibre. The saw gin cuts and often materially injures the spinning qualities of the fibre, and the old roller gin is too slow to be employed for upland cotton. Millions of dollars would be saved annually to the producers and consumers of cotton, if the saw and roller gins could be so combined as to afford greater speed than is possible with the old roller gin and avoid the cutting of the fibre resulting from the use of the present form of saw gin."

Again, quoting from the same bulletin:

"A factor to be considered in bringing about improvements in the method of ginning upland cotton is that this cotton is purchased from the growers rather according to the

tween slats or grid bars, having an opening of about 5-32 of an inch—not large enough for a seed to pass through. The saws having sharp teeth run upward through this mass of seed cotton at a speed of 400 to 500 revolutions per minute, tear what cotton they can from the seed and pass between the slats or grid, which holds back the seed. The brush roller, running in an opposite direction to the saws and three times as fast, wipes the cotton fibres from the teeth and at the same time blows the cotton into the lint flue, furnishing the air to carry it to the condenser. The faster you run the saws the greater the capacity and greater likewise the force exerted against the fibres of the cotton. The opening in the grid bars becomes clogged and filled with sand-dirt and damp cotton to some extent, the saws continue running and some-



Saw Gin, Cross Section

appearance of the fibre than according to its condition. If this practice could be changed and the staple given more attention in the transaction, the grower would take greater interest in improved methods of ginning."

In these two quotations you find the real evil of the cotton ginning problem of this country:

First, the saw gin evil.

Second, the custom of buying cotton.

What is a saw gin? Let us see if, in its very mechanical principle and construction, it has the power to injure cotton. Kindly examine the cut showing a cross section of an up-to-date saw gin and feeder and follow the description.

The feeder, marked by arrow "B," is filled with seed cotton, which, being carried forward by the apron, is picked up by the feeder drum and passed over and above, then falling upon the cleaning drum, dragged against the wire screen and deposited in the roll box or breast of the gin. The roll box is filled with seed cotton before the gin starts. You will observe the saws, 1-32 of an inch in thickness, from 60 to 80, placed upon a shaft three-fourths of an inch apart from center to center of saws, which run be-

thing must give. The under part of the roll is constantly pulled against the grid bars and the staple cut their way through; hence the word ginning, "an engine of torture." If cotton is damp or wet, the clogging is more apparent and petroleum is poured into the roll of cotton to lubricate the teeth and grid-bar openings so the cotton will pass through and be more easily removed by the brush. When the feeder is about empty (there is always a little left because the roller will not pick it up) the ginner stops the gin with the "roll box" full of seed cotton, mixed with partly-ginned seeds. The new lot of seed cotton is then sucked up and deposited in the feeder, mixing with what was left therein. The gin starts, cotton falls into the roll full of the "other fellow's" cotton and is ginned—a mixed bale.

Over 75 per cent of all the cotton grown in America is ginned by the public ginning plants. The day of the small gin plant has passed, only a few large plantations now having their own gins. Compare the cotton ginned at the plantations by the owners of the cotton, with that ginned on the public gins and the difference is quite marked. Slower speed and greater care marks the one as against high speed and careless methods in the other.

The cotton planter depending upon the public gin to gin his cotton on toll, paying from \$2.50 to \$4.00 per bale, is a very patient, long-suffering individual or else he is ignorant and very careless. One has only to visit the average public gin during the cotton season to solve the problem of waste, gin cut, nits and motes—the problem you meet each day in your mill. I heartily approve of the public gin, when run to produce the best results and give its customers honest and careful work, for then they are a benefit to the community. But the "custom" controlling these plants is wrong, partly by the fault of the owners and managers desiring to swell their daily earnings by ginning as many

picking. No. 1 gins out his cotton all but that remaining in the feeder and breasts or roll box of the gins, in order that they may start again with a light roll box and in so doing save time, which is money to them. No. 2 follows with his good cotton. The gins start and in the bottom of his bale he receives what was left of No. 1's cotton—just enough of the poor cotton is in evidence to condemn the real value of his bale and it is mixed. He is the loser and you often reject the bale.

It is a strange condition—this lack of interest on the part of the cotton manufacturer as to the ginning of cotton. Not one cotton manufacturer in a hundred has any real, practical knowledge of the ginning

business. You cry out against the evils and do nothing to prevent them. The pendulum is swinging the other way just now.

It is reported upon very good authority, that the Fine Spinners' and Doublers' Association, of Manchester, England, representing thirty-two mills, have recently joined with Southern capitalists in securing over thirty thousand acres of delta cotton land in Bolivar County, Mississippi. This initial step on the part of the English spinner is only one movement in a general plan to prevent American monopoly of the staple cottons of this country, as well as to better prepare it for his use.

They will grow their cottons scientifically and we may rest assured it will be roller ginned and better baled. Will the American manufacturer rest content and make no effort to furnish his mill with its supply of staple cottons, prepared for his use in proper manner?

The high prices paid this year for poor cotton make it imperative for the mills to take some action in this matter and not be content to permit the old and wasteful methods to grow and further dominate the ginning of cotton. It is not alone the wasteful methods of ginning. You also suffer the loss in extra tare and loss of cotton due to the shameful, degrading, American bale. You know this loss better than I.

We must go to Egypt and there learn a lesson of how to gin and bale our cottons. Egyptian cotton is roller ginned and the compressed bales, weighing 750 pounds, are covered with close-webbed burlap and tied with eleven iron bands, and the tare is only 22 pounds. You get the cotton before you pay for it and you know what you are getting. We cannot close our eyes to the progress Egypt is making in the culture of cotton. She has long since learned her lesson—how to gin cotton, as well as how to cover it for the market. Now, Egypt is hybridizing her cottons, improving present types, creating new ones to meet the demand for her cottons. This year we find two new types of Egyptian cottons; one of them has created favorable comment and is known as "Sakalarids," comparing very favorably in length, color and fineness of staple with our best Georgia Sea Islands. When Egypt finds her crop deteriorating from any cause whatever, either in waste, methods of cultivation, inattention to planting, seed selection or by devastating cotton worms or bugs, her Government (England) steps in and calls a halt, and forces better conditions, as she did this past year. The result is very evident in the largest crop ever grown in Egypt—730,000,000 pounds, or 1,500,000 of 500-pound bales, and valued at \$150,000,000. If there is any country in the world threatening the supremacy of America in cotton raising, it is Egypt. When she further extends, as she has already started with 20,000 acres under cultivation, the growing of cotton in the Soudan, vast in its possibilities, then Egypt will come into greater prominence and be a powerful competitor in cotton raising. Her power and influence is felt this

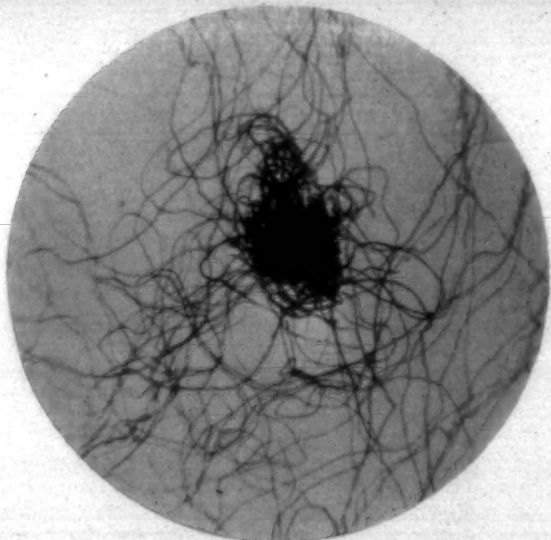
year. Mr. Boll Weevil has entered the Mississippi delta and Egypt will be the gainer. But the greatest conundrum to me in cotton is the ever-existing fact that the cotton mills using staples buy Egyptian cotton, roller ginned, without question of appearance or preparation. They like it, approve it, praise its ginning, because they find it works better in the mill and saves them money in their card and comb waste, and still they will condemn Mississippi delta staples of roller ginned, even laugh at it because of its appearance, and do this without trial. If they would test our staples roller ginned, they would approve.

There is one fact, one truth absolutely certain, and it is this: If the planters of the Mississippi delta continue to saw-gin their cottons, their market will pass from them and the mills will buy Egyptian. And why? Because the cotton manufacturer is learning the value of roller ginning of long staple cotton. Egypt is teaching the American manufacturer a lesson in how to prepare the fine cottons for the market. The Egyptian cotton does not take the place of all delta cotton. We do not claim this; but the planter of the finer delta staples, insisting on ginning by the saw gins, decreases very materially the value of his cotton and will find it harder each year to market his crop, unless he, too, learns the lesson from Egypt. It remains for the manufacturer to demand better ginning. When he does the planter and ginner will give it.

The Sea Island cotton of this country can also teach us a lesson in ginning and baling. Roller gins are exclusively used and the cotton covered with burlap and sewed in neat uniform packages, weighing on an average 400 pounds.

We have always pointed to the Mississippi delta with pride as the home of the best cotton grown on earth, aside from the Sea Island. But how little attention have we paid to the ginning of it. What is the use of improving cotton in staple if we proceed to undo the work of years by abusing it in the very first, mechanical treatment it is subjected to? The Egyptian laughs at our foolishness. We gin and prepare this fine cotton for the market in the same manner as we do the short cotton. If the staple cottons of this country were ginned on the roller type gins and baled as well as Egypt covers her cotton, it would be a great blessing to the mills using the finer grades and save to the growers of fine cottons millions of dollars a year, and the waste in your mills would be reduced to a minimum.

All these truths are not new. You have heard them before. Papers have been read at your conventions treating on the different phases of the cotton conditions of our country. It is an old truth. The "Cotton South" would not wake up. The cotton mills have been content to travel in the rut of custom. Man could not, or rather would not, change his habits. It remained for a seemingly insignificant bug of a quarter of an inch in length, the "boll weevil," to rouse the cotton growers of the South and force upon them scientific farming. And today



This is one of the little white specks found in saw-ginned cotton and is caused by the tooth of the saw, as well as by the brush wheel, in cleaning the saw tooth. Enlarged 30 times.

bales as possible within the hours of operation. But Mr. "Cotton Farmer," even in the South, seems to be in a hurry. He goes to the public gin where he can get the quickest work and urges the public gin to "cut his bale out quick," and it is "cut" by speeding the gins the 500 revolutions per minute and the farmer loses. The ginner receives his "toll," the farmer not only pays for his ginning but his lost five dollars, or one cent per pound, and often more, because he demanded speed—and the mill receives "gin cut cotton." The cotton buyer and mill expert complain of false-packed bales, two-sided bales, mixed bales, short and long cotton in same bale. You condemn the planter and call him dishonest. I hold that the standard of honesty among the planters of cotton is as high as that of any other branch of industry where crops are harvested and prepared for the market.

The responsibility is divided between the managers of the public gins desiring quick returns, the saw gins as constructed and operated, and the planter urging speed in cutting out his bale. The evil rests with managers and their custom in ginning on toll with saw gins. The very methods employed, where different cottons come to the gin, produce mixed bales. No. 1 wagon of seed cotton is short and trashy. No. 2 following that load is staple cotton and clean picked. Care has been taken in the planting, raising and

of cotton; and, carrying it still further, it is also true of the cotton broker, buyer and middleman. The average man dealing in cotton, buying and marketing the most valuable crop in the world, knows very little of the value of the cotton he buys and sells. He is a copyist and lives by his wits. He is not educated in cotton.

What is the prime object in ginning? Is it not to so gin the cotton as to better prepare it for the spinner, that he may find less waste in his mill and produce stronger yarn and better goods? We know that 90 per cent of all the cotton grown in the United States is spun into yarn, hence it is a spinning proposition. Are you satisfied with the 13 per cent to 18 per cent of waste in your cards and the 30 per cent to 40 per cent waste in your combers, depending upon the grade of cotton used as well as the setting of your machines?

Does not this waste tell a story of cotton badly prepared for your use? Are you satisfied to rest passively and contentedly in this matter and make no effort to encourage better ginning? I think not. Why should the cotton manufacturer be content to let the ginning of cotton remain a farmer's proposition and give no thought whatever to the bettering of the present conditions? I see no reason why the ginning of cotton should not be a mill proposition as much as a farmer's, or a public gin

we see the United States Government, through its Department of Agriculture and Bureau of Plant Industry, assisting the cotton planters all over the South in ways and means of combating this devastating army. It is a blessing in disguise, for today we find all over the South, hundreds of experimental fields of cotton, grown by scientific methods introduced by the Government and under its inspection.

The cotton planter is learning how to combat the boll weevil by seed selection, early planting, strict attention to cultivation, proper fertilization, the cleaning of the fields and burning of the stalks and fallen bolls. He finds now, under the changing conditions, that he can raise a bale and more per acre, where he formerly raised but half a bale.

The raising of cotton has never been taken seriously. The land—in great abundance—and so fertile that cotton would grow somehow or other no matter what was done, and if nature was kind, a crop would be made. But now a change has come. The boll weevil compels attention. The South is awakening to a new condition and beginning to learn scientific farming and raising of cotton. They appreciate the value of cotton today more than they ever have since the war, and with this knowledge, they will also learn better ways of ginning and baling.

The Second Evils of the Cotton Problem is the Custom of Buying Cotton.

One of the evils of the present system of judging the merits of cotton is based upon the "habit" of the man pulling the staple for length and waste. If he be a buyer, he pulls short and discovers the imperfections; but if he be a seller, the same cotton looks mighty good. This applies more particularly to the Peelers and Staples. We all can tell with some degree of accuracy the difference in full grades of short cotton, but it takes a vivid imagination and a very electric conscience to determine the quarter and half grades and place upon them the values according to the differences on the New York Cotton Exchange or spot basis in the South. We need, as others have told you before, a simple, inexpensive, standard and universally adopted machine for pulling cotton and determining amount of waste. Within a year you will have a chance to try it. But the great question in my mind is, will the buyers of cotton trust it? Do they really want a court of accuracy and final decision? I doubt it. We cotton men know little about cotton in its raw state as it comes to the mill. We often think we do when we pull it, but we find the cards and combers tell the truth and we awaken to the fact that we have lost and our judgment was wrong. In other words, it is a gamble the mill is taking on every lot of cotton bought when the brand is not known. You want Mississippi delta cotton from certain districts and you think you are getting it, but are you? The delta in the Southern brokers' geography is a thousand miles long and wide at times, and this is true of other sec-

tions and of other cottons.

There are two words in the vocabulary of cotton, when applied to lint cotton "covering a multitude of sins." The cotton mill buyer uses the expression "appearance," the Southern ginner calls it "preparation." They are synonymous and cotton is often purchased or condemned on this alone, without any effort made to ascertain the length and uniformity of staple and amount of waste. The latter can hardly be determined by any experts with any degree of success. It remains for the mill machinery to correctly analyze this condition.

When either of these words "appearance" or "preparation" are used sincerely and honestly in determining the results of saw ginning, whether it be well prepared or poorly, gin cut or not, then I stand in favor of its use. My objection is when they are used by cotton buyers, in the field or in the mill, to determine the relative values of saw vs. roller ginning. There is not a man living who can determine the value of cotton simply on appearance. The average cotton ex-

from cotton by hand? If so, then you know how roller-ginned cotton looks. It is lock by lock in a measure—very little disturbed, except that the fibres are straightened to some extent and present a solid and flat appearance. The less you disturb cotton in the process of ginning, the less injury you impart to the fibres, and the better the product is prepared for the mill. But, alas! This unusual care and unusual success produces an unusual appearance. But what does all this so-called "appearance" or "preparation" amount to, looking at it from the mill standpoint? As soon as the mill opens the bale, it proceeds to beat it to death and change the appearance beyond any possible recognition of its former self in the first two machines employed in the cotton mill. The destructive "beater" of the opener kills all "appearance," and, not satisfied with this injury imparted to the cotton, fresh mutilation is applied in the rapidly running "knife beater" of the "picker." Where is the value from a mill standpoint in the so-called "preparation?"



FRONT ELEVATION OF THE THE EMPIRE DUPLEX GIN
Showing Automatic Feeder, one ginning roller, and self contained lint flue. The lint cotton is discharged from both rollers, located on either side of the gin, and deposited in the lint flue.

pert, when confronted with a sample of cotton differing in appearance from that he is accustomed to, will hide in the shadow of this word and look wise. But, he has said nothing.

I have presented to brokers, buyers, and even mill experts, roller-ginned cotton absolutely free from gin-cut waste, nits, motes and saw-gin evils, the very things in cotton the mill condemns and wants removed, only to have the cotton turned down and ridiculed, even to the point of embarrassment, and why? This eternal cotton—why? Because it did not look like saw-ginned cotton—did not contain nits, motes and abundance of waste such as they were in the habit of buying. The very removing of the evils you condemn in saw ginning precluded the possibility of a sale. The appearance was strange and the buyer did not dare risk his judgment. Have you ever removed the seeds

The burden of this paper has been existing evils. Let us see if there are not a few hopeful signs in the cotton heavens.

The United States Department at Washington, Bureau of Plant Industry, is co-operating with the larger planters selected by them throughout the several cotton States, in the establishing of small breeding plants for the propagating of specialty types and breeds of cotton. They furnish the seed with instructions for cultivation, picking, etc. The planters are encouraged to improve their methods of planting by seed selection and proper care of their cotton in the field and by process of ginning. This year they expect to have one hundred planters on their list, working under their instructions, and will increase this number year by year.

This will have a far reaching effect upon the improvement in cotton cultivation, bettering the fibre

of cotton, as well as increasing the yield.

The Price-Campbell cotton picker is a success in certain districts and undoubtedly will be adapted to all fields of cotton picking within a few years. It answers the question: "How can I get my cotton picked?" There will be no further excuse for seed cotton to remain in the fields unpicked and rot in the bolls. This invention places the South in a position of independence as to its labor problem. Labor in picking cotton, at the present high prices, increases materially the cost of cotton. When this can be reduced by mechanical means a great saving will be accomplished. Better methods of ginning and cleaning cotton are about to be introduced in the South. It is needless for me to add that I am an advocate of, and a strong believer in, the roller ginning of all cottons, more especially the longer, finer cottons called Staples and Peelers. I also believe that cotton should be more thoroughly cleaned of sand and leaf trash in the process from the gin to the bale. This feature in preparing cotton for the market has been sadly neglected and you will find the results when you open your bale, after having paid for two to three per cent. of dirt and trash at cotton prices, depending upon the grade you buy. This means money lost. This greatest influence for better conditions must come from the cotton manufacturers themselves. It is for them to say whether they are satisfied or not. When spinners were comparatively few and products were easily sold at full prices, it was not necessary to be very particular as to the condition of cotton upon its arrival at the mill. If the buyer pays the top of the market, the ginner or planter is satisfied and continues his wasteful processes. It was nothing to the buyer, so long as the spinner did not complain, and the spinner did not complain very hard when his goods sold at satisfactory prices. The past two years we find the spinner in a condition of unrest, fierce competition, close margins, often this year on the wrong side of the ledger, compels him to look more carefully into his waste account and find, if possible, some way to improve the conditions. The cures of the ills cotton is heir to will not come from the planter and ginner until the mill demands it and stands ready and willing to recognize better ginning and cleaning of cotton by meeting the producer half way in his efforts to furnish a better product.

I never could understand why the progressive planter continues to gin and bale his finer cottons in the same old wasteful manner. He has spent years in improving his cotton by careful propagation, seed selection and fertilization until he has produced a cotton of long and regular staple and fineness of fibre, only to murder it in the ginning and baling. As soon as this cotton enters the open market of barter and trade, it loses its individuality and proper value to more or less extent.

Why not standardize these special

Continued on page 32

ANNUAL ADDRESS OF PRESIDENT.

Continued from page 3

by them. This joint conference will doubtless be of immense value to both Associations. Never before have the New England and Southern manufacturers and growers met for the purpose of co-operation and discussing methods so far-reaching and vital to them all. Acquaintances and friendships have been formed, personally and commercially, which will be of lasting good and pleasure to both Associations.

To maintain our proud position as the chief cotton-growing country of the world, and to supply the requirements for American cotton, it is necessary that we increase the growth of cotton. The crop of 1910-1911 will be worth one billion of dollars, or twice as much as the output of all the gold mines of the world combined, for the same year. Crops of twelve and one-half to thirteen millions of bales annually are necessary for legitimate demands at remunerative prices to the growers. Less than this amount means manipulated markets and unsatisfactory trade conditions. The South today is in as much or more danger of losing its supremacy by short crops, abnormally high prices and manipulated markets, than it would be with larger crops at steady, fair and remunerative prices. The former will undoubtedly stimulate its growth in all countries that require cotton for manufacturing purposes. Its growth is being encouraged, by large subsidies and expenditures, in every section of the world where there is hope of its production. On the Pacific coast we are beginning to produce cotton, California alone planting eighteen thousand acres, with an estimated yield of one and one-quarter bales per acre. The American grower should not be contented to stand still and merely hold his present position among the cotton growers of the world, but should bestir himself to keep pace with increasing demands for American cotton. The growth of cotton should and can be controlled by the American farmers, and to this end the Southern farmers should be protected and encouraged to use improved methods of cultivation and to make greater efforts to grow larger and better crops. There are enough lands in the Southern States to grow sufficient cotton for the world's spindle consumption. The most desirable varieties of cotton known can be grown in larger volume, more advantageously, and with more satisfactory and economic results, than anywhere else. English and continental spinners could experiment along this line with profit, and with a saving of subsidies and heavy expense to themselves and to their governments, when compared with other similar products. Cotton fabrics have never been placed upon their proper basis, nor has their intrinsic value been properly appreciated. They have traditionally been regarded as the poor man's cloth. Yet "no nation and no people has ever reached such a point of civilization or such a stage of development as to have outgrown

the use of cotton products." With the immense yearly increased distribution of cotton goods there are millions of people in the world yet unclothed. To meet additional demands, as you will be called upon to do as civilization advances, the enlargement of the cotton fields of the South, and improvement of facilities for the manufacture of cotton, will become necessary and imperative. No section of our great country offers more opportunities for development or greater advantages for investment. It is desirable that our foreign trade be more extensive, entering into new fields, and asking for a reasonable share of their valuable trade. Sharp competition, established traditions, trade conditions—low cost of mill equipment and production—and skilled labor are all to be encountered and must be overcome. We must so fortify our position as to be able to prove to our customers that it will be to their advantage to trade with us, and, to that end, only trained agents should be sent to solicit and establish this business, which should be built upon such confidence that it cannot be weakened or overthrown by the strongest competition.

Our Federal and State Agricultural Departments have been very active and successful in securing all data and information possible relative to the number of acres planted, the growth in the fields, and harvesting the crop. These reports are looked forward to with great interest by the producers, manufacturers and cotton handlers of the world. The information is gathered by trained, disinterested and intelligent people, who are familiar with the growth and habits of the cotton plant. The departments have been at considerable expense, both in time and money, investigating conditions and everything pertaining to cotton and its culture. The departments of the various States have been no less energetic. These investigations are encouraging growers to improve their methods in cultivation, which will be reflected in increased yields and better crops. These reports, taken in connection with those made by individuals and firms, when aggregated, usually give a fairly accurate estimate of the crop grown. The cotton crop is of such immense value, of so much importance, and so far-reaching in its beneficent influences, not only to American commerce but to the commerce of the world, that these reports and estimates upon which so much depends, should be made as carefully and accurately as possible. The government, with its active agents and corps of experienced specialists, has spared no pains nor expense to meet requirements in this respect. Their reports have reached that stage in the confidence of the commercial and manufacturing world that they are no longer classed as doubtful. The various countries of the world are being visited and investigated by government experts to find markets for our finished products. Consular reports are valuable in directing the trade where to expect best results and most satisfactory business. The American manufacturer has been at

ease, and contented with the domestic trade, and has done little to encourage a foreign demand for his product. This trade, until 1908, yielded reasonable profits, with comparatively easy competition, cheaper cost of production, and less expensive methods of merchandising. Now that the supply exceeds the demand, it behooves the manufacturer to look in other directions for new fields and methods for the distribution of his goods. We are impatiently knocking at the doors of the foreign merchants, seeking trade that is of slow growth, the essential features being friendship, absolute confidence, and longer credits than the American manufacturer is accustomed to give. In fact, the American manufacturer is averse to giving long credit, slow to change his mode of business, or construction of his goods, to meet the requirements of the foreign merchants. The Bureau of Manufacturing and Agriculture are making strenuous efforts and spending large sums to secure as much of the foreign business for the textile manufacturer as possible. Are we giving them our enthusiastic support? We appreciate also the aid of the Pan-American Union, in their endeavor to secure a liberal share of the South American trade. These combined efforts will benefit the American manufacturer in proportion to the amount of goods marketed abroad, eliminating much of the competition on our home markets. Larger and better markets for the products of the American agriculturalists and manufacturers are to be desired, encouraged and must be secured.

The textile and commercial press have repeatedly warned the cotton manufacturers of the enormous increase of new spindles and the consequent evils of over-production. From time to time, they have covered comparatively the whole field of cotton milling activities, collating and distributing a mass of valuable information. There have been more articles of real merit, bearing on this subject, written during the year than ever before. The information gleaned from their columns has been invaluable to both grower and manufacturer. The market journals have given daily full reports of conditions and prices of goods in domestic and foreign markets. The manufacturer of today, by reading the textile and commercial journals, can keep in close touch with the rapid changes and methods that are going on in this vast business. It is with pleasure that we express to them our appreciation for their kindly interest.

All branches of business in this country are more or less interested in this important staple crop, its manufacture, distribution and handling. The prosperity of many financial institutions is based largely upon the successful growth and marketing of the cotton crop and its finished products. Foreign exchange and trade balances are largely predicated upon the amount of foreign sales.

It is estimated that the annual consumption of American cotton for the past four years has averaged

11,650,637 bales. The largest amount consumed in any one year of this period was from August 31, 1908, to August 31, 1909, when consumption reached 12,098,280 bales. The smallest amount for any year of this period was the year ending August 31, 1910, when only 11,145,178 bales were actually consumed. This, however, does not take into account the total amount of American cotton which was taken directly from the markets by spinners, also 20,000 bales of India cotton alone, imported. The increased production of American cotton has not kept pace with the increase of the world's cotton spindles. In 1907 the total estimated number of cotton spindles in the world were 114,096,168. At the close of August, 1910, they had increased to an estimated total of 133,384,794, or an increase of 17 per cent. in three years. Notwithstanding this enormous increase of the world's spindles, during the same period, there was a reduction of over two and one-half millions of bales of American cotton produced, for three years, 1907-08-09, as compared with the production of similar periods of 1904-05-06. Yet there was an estimated increase of seven millions of acres in the years 1907-08-09 greater than 1904-05-06. In other words, while the number of spindles and acreage increased enormously, the production of American cotton declined. Climatic conditions enter largely into the yield of the cotton fields. The expansion of the cotton mill industry in the South has been phenomenal within the last twenty-five years. It is not unreasonable to expect that, with increased facilities and more perfect organization, a very much larger expansion will be made within the next twenty-five years, not only in the Southern States, but in the world.

It is estimated that if all the spindles in the South today were operated full time, with cotton at present values, they would produce more than three hundred and fifty to four hundred millions of dollars worth of goods per annum. The commission cost of selling these goods and the burden of these expenses, when aggregated, is something enormous, as compared with the usual risk and services rendered. There seems no escape from this expense, so long as the present methods of distribution continue. The larger corporations, or those who are in position to maintain their selling agencies, find sale for their goods at much less cost than the unorganized and smaller mills. Groups of mills are merging, relieving themselves of expensive management and commissions. A selling agency, owned and operated by a number of mills jointly, would likely accomplish equally as good results. The evil of consigning and receiving advances on products is almost ruinous in its effect, and should receive careful consideration. Goods that reach the market through this channel usually go into storage as "stock goods," and are a menace to values. These goods cannot yield a commission until they are sold. They are often pressed for sale, without regard to mar-

ket conditions. The buyers know of their existence, and frequently magnify the quantity held for the purpose of forcing a decline, and thereby establishing the market price on all similar goods. A change or modification of these methods is imperative.

The Panama Canal will likely be completed and opened within the next four years. It behooves the American agriculturalists and manufacturers to place themselves in position to take advantage of the boundless opportunities that will then be offered to them. Additional transportation lines will doubtless be inaugurated, bringing closer to our doors the great and increasing markets of the Pacific coast, the west coast of Central America, and the Far East. These markets are constantly increasing in importance and magnitude and will make most desirable and valuable customers. The completion of the canal means immense opportunities for development of the Southern States, and of the agricultural, manufacturing and mining interests of the whole country.

The past few years there has been continuous discussion and some unfortunate friction between the cotton growers, manufacturers and representatives of the exchanges relative to the methods of the cotton exchange, and more or less bitterness has been injected at times. It would be to their mutual interest if the exchanges themselves could revise without further delay their laws and methods, so as to encourage the co-operation of the manufacturers and producers. I am pleased to think that these discussions will result in a mutual understanding, which will be alike harmonious and beneficial to all concerned. With this end in view, and that we may have a clearer insight into the methods of the exchanges, we have invited a prominent representative of the New York Cotton Exchange to address this convention, his subject, "The New York Cotton Exchange." I am sure this address will be instructive, entertaining and of value.

I congratulate the Association upon the splendid progress that has been made during the year along educational lines and welfare work among the mills represented in this Association. Many satisfactory and salutary labor laws have been enacted and modified in various States, being alike fair to owners and operatives. The health and morals of the operatives have been of special consideration. Schools and churches have been established. Sanitary conditions of mills and tenement homes have been improved and made more comfortable and attractive, hence it is the exception where we do not find the most kindly and friendly feelings existing between the employer and employees, the one striving to aid, encourage and benefit the other. As evidence of this kindly relation, during the long "rest cure" and depression in the cotton mill business, every effort has been made to provide for the comfort and welfare of employees and their families, and this in many instances at heavy

loss and expense to the companies. These efforts have been appreciated. Our employees needed aid and the companies supplied them. True, the agitator at times has been around during the meetings of various State Legislatures, but they have been conspicuous by their absence when help is needed or charity is to be dispensed.

The formation of this Association is but a verification of the maxim that "In unity there is strength." By meeting together and discussing the various matters that are so vital to our textile manufacturers' interest, we get the benefit of the best thought and experience. The successful continuance of this Association is worthy of our best consideration and sincere efforts. Every member should give it his enthusiastic support, to make its activities more progressive and valuable, not only to manufacturers of cotton but alike to the producers, dealers and consumers; the farmer being especially interested, as he occupies the dual position of producer and consumer. He must get fair and remunerative prices for his raw product in order to become a better, more constant and reliable consumer.

In retiring from office as your President, I wish to express my grateful thanks for the great honor you did me, and for the uniform courtesy that I have received from all members. It has been a pleasure to serve you. While we have made progress, I regret it has not been greater. Our Board of Governors by their valuable assistance and kindly co-operation have added much to the usefulness of this Association. I express my personal gratitude to our Secretary, who has given so much of his valuable time, and to whose untiring efforts and energy along intelligent and progressive lines this Association is largely indebted for its high standard of usefulness. You have been exceedingly fortunate in being able to secure and retain the services of such an efficient, able and skillful officer. His compensation should be in keeping with his valuable services.

In conclusion, permit me to wish for my successor and every member of this Association the most abundant success, not only in furtherance of the objects of this Association, but in their individual lives and business.

Painting and Knitting.

The late Frederic Remington, fresh from a Western trip on which he had been making studies of Indians and cowpunchers and things outdoors, met an art editor who insisted upon dragging him up to an exhibition of very impressionistic pictures.

"You don't seem enthusiastic," remarked the editor as they were coming out. "Didn't you like them?" Remington, remembering what he had been told as a boy, counted ten before replying. Then:

"Like 'em? Look here, boy, I've got a couple of maiden aunts that can knit better pictures than those?"—Exchange.

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STATUS OF COTTON GINNING INDUSTRY

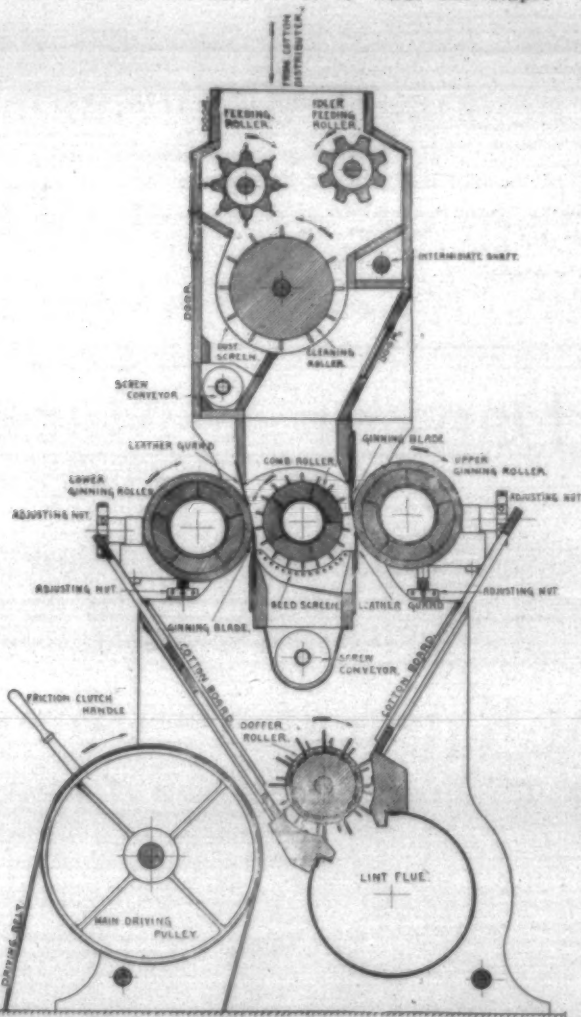
Continued from page 29

grown cottons, give them a distinct brand and trade-mark, putting back of them individual responsibility to make them good? The mills then would know by the brand and trade-mark what to buy to meet their needs. Egypt practically does this and you like it.

The mills standardize and trade-mark their special fabrics and the consumer buys because he knows the values and is willing to pay for them.

Why not raw cotton in the bale? It is what the staple fields of

of a cross section of this machine that it has no saw teeth or other sharp cutting edges to tear or otherwise mutilate the fibres, no feeder or roll box so built as to contain the residue of one kind of cotton to mix with another coming to the gin to be ginned. This gin is the first roller gin, automatically fed, adaptable to the present ginning system, having a commercial capacity four or five times greater than the McCarthy gin and equal to that of the saw gin when run to produce its best work on staple cottons.



CROSS SECTION OF THE EMPIRE DUPLEX GIN

The cotton falls from the feeder upon the comb roller having pins of a quarter of an inch in diameter with rounded ends. This roller in turn conveys the seed cotton to the ginning roller, running downward and against a steel blade. The ginning roller engages the lint, pulling it between the blade and the roller by frictional contact and at the same time the pins agitate the seed from the cotton. The seed fall through the spaces underneath the comb roller. The seed cotton is also carried underneath to the other ginning roller running upward and the ginning process is repeated. The lint cotton falls upon the cotton boards, passing into the lint flue by means of the doffer roller, and blown to the press.

This is about to be tested in the field by a company owning and controlling a new type of roller gins, as well as a cleaning section in connection with the gins, which removes over 90 per cent. of all the dirt and trash from the cotton before it enters the bale. It is at the gin that cotton should be cleaned—not at the mill. When you purchase Empire Duplex ginned cotton, you will know it is roller-ginned and freer from dirt and broken fibres than any other cotton you can secure. You will observe by the cut

America have long been waiting for, and we ask you mill men now to investigate this principle of ginning and test "Duplex" cotton in your mills. It produces no nits, no saw brush motes, no excess waste in cotton. We know that nature always produces in every lock of cotton some fibres short and irregular. The Duplex cotton has had its test in the cotton mill as against the saw-ginned cotton from the same field and of the same picking, and shows less waste by three to four per cent, and this before the clean-

No Textile Manufacturer

Can afford to overlook the Southeastern Districts in which the Southern Railway operates, if seeking a location for a mill. There lies his opportunity to better his condition no matter how good it may be if he is anywhere but on Southern Railway lines. This great common carrier of the South has hundreds of the best sites and offers the best locations over all, for the man of enterprise, for conservative capital, for economic production, for accessible markets; and has a superlative advantage in labor, fuel, raw supplies, climate, power. Full information given to those who address

M. V. RICHARDS, Land and Industrial Agent
Southern Railway, Washington, D. C.

ing section was installed. The new cleaning section of the "Empire Duplex" system will remove over 90 per cent. of all the sand, dirt, trash and leaf before it is baled. Your cards and combers will have less work to do, and you buy cotton, not dirt. The Empire Duplex cotton will be packed in special covering—no cotton exposed to filth and misuse. It will bear our trade-mark and be graded and stapled by experts before leaving the gin house.

I will be pleased to give further information to any mill man present desiring to know more of the purposes of the Empire Duplex Gin Company.

THE PRICE-CAMPBELL COTTON PICKER FROM PERSONAL OBSERVATION.

Continued from page 25

chanical picker in operation; it was horse-drawn, and worthy of but passing notice; the horses appeared overloaded, and a great deal of cotton was left on the ground as the machine passed; the plant was also injured considerably. I did not learn the name of the machine or its promoters.

This demonstration at the Dallas Fair Grounds was an impressive sight: many native farmers had gathered there, and a good many were admitted to the cotton field in order that they might see the operation of the machine at closer range; I talked with a number of them, and every one pronounced the picker a success; the only criticism I heard was the amount of green leaf which was picked along with the cotton; this was, for the most part, eliminated by one process of cleaning at the gin. I talked to both Mr. Price and Mr. Campbell concerning this feature; and was informed that they had perfected an attachment to the picker which would take out this leaf as the cotton was being picked; they had not yet applied this attachment. If this trouble is overcome, the machine is an asset with which cotton producers throughout the South will of necessity have to reckon in the future. With these mechanical cotton pickers in universal use, there will be a very great increase in acreage of cotton.

After spending a few days in Dallas, our party went to Dalworth,

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Texas, where we saw another of the Price-Campbell cotton pickers in operation; this demonstration was not unlike those we saw at Mesquite and Dallas; the machine operated without a hitch, picking the cotton at the rate of about 500 pounds per hour.

We then went to Vernon, Texas, in the edge of the Panhandle district; here we were to have seen another of the machines in operation, but were disappointed, a heavy rain falling all day; from this place, we went to Oklahoma and were to have seen a demonstration at Oklahoma City, but were again disappointed by rain. I left the party at that place.

Your representative was treated with every conceivable courtesy by Messrs. Price and Campbell, and wishes on this occasion to again express his appreciation, and to declare his faith in the machine which these two gentlemen have developed.

Was a Mystery to Him.

"Well, Hiram," said one farmer to another, "I'm sorry to hear the bad news about your woman Sarah. Is it really so that she has been taken to the insane asylum?"

"It certainly be," said the farmer husband, "and I don't understand it, Joe, how Sarah could have gone crazy, for she hadn't been out of the kitchen a day in twenty years.—Ex-

THE IMPORTANCE AND POSSIBILITIES OF A COTTON GOODS EXPORT ASSOCIATION.

Continued from page 4

States was the cataclysm by which one of the articles most largely and generally dealt in was lifted bodily and suddenly out of the mercantile field. Yet the export houses survived, turned their attention to other things, and have grown. It is not a matter of indifference with the exporters, however, and they are prepared to throw themselves vigorously into the fight, which must be made jointly by these three interests to protect the trade. For the manufacturers and their agents, the maintenance and growth of the export trade in cotton cloth is of greater importance. The percentage of goods exported to those taken by the great home market may be small, but it has been prepared for by mills built and equipped for it and if by interruption or entire loss of the export trade the production of those mills is diverted occasionally or permanently to fields already occupied by others, there is not a mill in the country, no matter how remote from export experience or how highly specialized its product, that will not feel adversely the effect. It will be contended that the growth of the home demand will gradually absorb this additional capacity. Doubtless, but it will be a new era if there is not a commensurate growth of new mills, leaving the situation unaltered. Idle spindles do not make an ideal remedy for poor demand, and a dependable export trade might prevent recourse to that expedient.

Without describing the various ways in which an export association may make itself useful and valuable in the routine transaction of business, and upon the details that often need attention hardly possible for the individual to give, and requiring such a basis of mutual acquiescence as membership conveys, an organized activity the extent of which depends upon the strength of the organization and the limit of expense members are willing to assume, it will be profitable to consider for a moment what such an association may be able to do to prevent confusion among trade-marks. In the trade in cotton cloth imitation of trade-marks, often of considerable value in foreign markets, is rarely intentional. Instances of piracy are very few. On the other hand, similarity of marks, if not duplication, is not infrequent. The reason for this is that marks are seldom seen except by those dealing in the goods branded, and there is no governmental place of registration to which informal and expeditious appeal can be made for information and advice. In the search for new brands one will be worked out that will unwittingly be a more or less close imitation of one already being used by another maker or shipper. Particularly is this so of foreign markets in which the actual goods are seldom seen outside of original packages by first hands. So important was some precaution against this sort of interference considered in Shanghai, China, some years ago, that the

General Chamber of Commerce then established a bureau of registration, having no legal status, to be sure, but serving for search and comparison. A similar bureau exists in New York, has proved useful and only needs wider use to be of great value.

And another almost indispensable form of activity for an export association is along the lines of arbitration. It may be even more utopian to talk of the day when there shall be no lawsuit than to preach universal peace among nations; but there is a very marked movement towards arbitration as a mode of settlement of commercial controversies and differences. It is probably within the experience of most business men to regret that some dispute should have reached a court of law, and to realize that if it could have been laid before arbitrators, expert in the question involved, time and money could have been saved, hard feeling avoided, and exact justice secured. Such a recourse has peculiar value in export trade, when many details beyond the experience of the casual man are found, and in which questions arise that can with difficulty be dealt with by ordinary process of law. A case may be really very simple that would be almost impossible to make clear to a jury. When business is done with a market at a great distance, under conditions that make necessary a procedure giving rise to methods called "customs of trade," to which mutual agreement has grown out of a long period of satisfactory and honorable dealing hardly to be matched elsewhere, there is a condition existing that places a premium upon arbitration. Take, for instance, the question of quality, which, in spite of best intentions, does sometimes arise with manufacturer, seller and first buyer in our country, the distributing buyer and consumer in another, the goods packed and shipped at the mill and in the possession of transportation agencies till distant destination is reached. If it is claimed that the goods are not as sold, that some imperfection exists, a dispute arises that would drag interminably in the courts, with an ultimate result by no means certain to either party. Arbitration of such a case by men familiar with conditions would be speedy and beyond any doubt satisfactory. The requirement is merely voluntary submission by both parties to the dispute, with agreement not to withdraw after the arbitrators have taken the case in hand, and to accept as final the decision.

The Cotton Goods Export Association of New York is an existing organization that has performed some of these functions, is capable of those suggested here, and of any expansion required by the exigencies and opportunities of trade. Established in 1905 by the exporting houses, to meet a condition of threatening confusion at that time, much misunderstood in its purposes and aims by the selling houses, who were invited to co-operate, it has worked along quietly and in a small way effectively. Its original object has been taken up by the manufacturers themselves, in the adoption

of the uniform sales note, and the Association comes now to the wide field of work for an expansion of trade, encouraged and strengthened by the accession of manufacturers and their agents to membership, and by expressions of sympathetic understanding and promise of co-operation. It can be made of such use to members as their active interest and participation may direct. In the collection and dissemination and such other service as organizations usually perform, there is a large work to be performed as fast as required and provided for. In the broader and more intricate work that the peculiar needs of the export trade may from time to time have need of, there is room for wise direction that members must expect to give. The Association will undertake to do these things, or will give place to another better fitted to the purpose. The work is urgent for some organization, but none can be wiser or more active than its members make it.

Lighting the Way to Profits in a Cotton Mill.

Continued from page 10

be encouraged in their effort to induce the improved methods of baling.

Under a proper method of marketing gin-compressed cotton, three samples should be drawn from each bale,—one from the center and one from each side after the bale is in position to be compressed, or before it is weighed, and without disturbing the folds of the cotton. A number corresponding with the bale is placed in these samples and the samples can be therefore subsequently classed and returned to the gin compress and class entered on the gin books opposite the weights, so that each planter can know exactly what he has for sale and the value thereof. When you buy from such responsible companies according to the types sent to you by them, you can rest assured that you will get exactly what the type shows but we can arrange our artificial lighting so that the passing from day to dark will be very little noticed. A light-colored well illuminated room suggests awakeness, not sleep.

The great enemy of efficiency is fatigue. Fatigue is necessary to production, but if it must exist, let it be as a result of productive labor. A poor lighting outfit tires the eye, which in turn tires the whole being. Are you taking the employee's strength and giving no returns?

Then there are accidents—"even in the best regulated" factories—but they may be materially reduced by providing an illumination which makes slips and entanglements less likely.

Everything that promotes the health, comfort and efficiency of the worker helps to get and keep a satisfactory and satisfied working force and satisfaction is the best antidote for labor troubles.

The mill manager will naturally ask "What method or system satisfies the conditions here named?" There are many systems and each has its advocate, more or less prejudiced by commercial affiliation.

The writer must confess to such prejudice himself.

The mill man desirous of remodeling his lighting installation should bear in mind always that his object is to improve the quality and increase the quantity of his output. This is the only consideration. To accomplish this the installation must be planned by one who knows not only the lighting business but one who knows also the textile industry from the cotton bale to the cloth jobber.

You are not interested in lamps, or watts per candle, or lumens per watt, or foot-candles; these are factors dealt in by the lighting expert. You are interested in yardage—and equipment which satisfies your conditions must be equipment which will add to your profits.

GIN COMPRESSION OF COTTON.

Continued from page 7

and will receive the amount of cotton you pay for.

What encouragement are spinners to offer? Is the planter to be assured that he can depend upon getting at least a fair increase over what we paid for a bale sold not at net weight but carrying excessive bagging, country damage, etc.? The matter can be determined by the spinners, and I believe that you will hold out encouragement to the intelligent planter by giving him such reasonable increase in price. If you do, I believe that the results will be more than satisfactory to you and that both planter and spinner will have saved money by the change from a wasteful, extravagant method and handling cotton to an intelligent and careful method.

There is no argument against gin compression; it is said that the cotton cannot be sampled and that there will not be warehouses for distribution. I think, however, that such arguments will be found to come from those interested in the maintenance of present methods, or in the continuance of existing compresses.

Buyers of cotton have been heretofore buying bagging at 2c. a pound and selling it as cotton at from 12c. to 20c. a pound, making thereby a profit out of an unfair loading of the bale, to the disadvantage of both the mill and the planter. This deception has been going on for years. Does the spinner desire to buy cotton or does he desire to buy bagging? If you desire a change, it is you who must take the lead and show to the planter that you will encourage this intelligent method of gin compression, and that you will give it the preference by allowing him a reasonable excess in price as a premium for the intelligent handling of cotton.

In conclusion, and summarizing the advantages of gin compression: The cotton will come to you in better shape and without damage; it will be covered with bagging of less weight than usual, not making you pay thereby freight on bagging; you will save interest on the money expended and will receive your cotton with less delay; you will receive just what you pay for. Under all these conditions, is it not your duty to encourage those who are seeking an improvement in conditions?

Personal Items

(Continued from page 19)

C. A. Fry is now second hand in spinning at the Lenoir, N. C., Cotton Mills.

Arthur Snead, of Hildebrand, N. C., is now second hand in spinning at Brookford, N. C.

H. H. Orr has resigned as secretary and assistant treasurer of the Orr Mills, Anderson, S. C.

Tom Barrett, second hand in weaving at Brookford, N. C., is spending this week in Charlotte.

C. L. Dunn, of the Exposition Mills, Atlanta, Ga., now has a position in the card room at Brookford, N. C.

H. G. Stephens, of Aragon, Ga., has accepted the position of bookkeeper at the Brookford, N. C., Mills.

Edward Morris, of Lenoir, N. C., has accepted a position as machinist at the Brookford Mills, Brookford, N. C.

W. A. Stone, formerly of Marion, N. C., has accepted the position of overseer of spinning at the Shelby, N. C. Cotton Mills.

W. S. Griffin, of Lumberton Cotton Mills, Lumberton, N. C., is now overseer of spinning at the Amazon Mills, Thomasville, N. C.

J. H. Humbert, of Whitmire, S. C., has been elected secretary and assistant treasurer of the Orr Mills, Anderson, S. C.

T. J. Osborne, of Jacksonville, Ala., has accepted the position of master mechanic at the Southern Mfg. Co., Oxford, Ala.

F. M. Stephens, of Barnesville, Ga., has accepted the position as superintendent of the Holstein Mfg. Co., Lenior City, Tenn.

William A. Long, of Lenoir City, Tenn., has accepted the position as assistant manager of the Excelsior Knitting Mills, Union, S. C.

R. L. Cumnock, of Anderson, S. C., has been elected vice president and general manager of the Alta Vista Cotton Mills, Alta Vista, Va.

E. A. Armstrong has been changed from night carder and spinner to the same place in day time, at the Moore Mills, Lenoir, N. C.

C. L. Upchurch, of Shelby, N. C., has accepted the position of overseer of spinning and winding at the Maple Mills, Dillon, S. C.

Howard Lockman has resigned his position as assistant engineer at Glendale, S. C., to accept a position with the Southern Railway.

M. H. Trull, of the Calvine Mills, Charlotte, N. C., has accepted the position as second hand in carding at the Highland Park Mills, Charlotte, N. C.

Boyd Woodward, who has been the bookkeeper for the Apalache Mills, has moved to Greer where he will be connected with the Parker Mills.

L. M. Garner of the Revolution Mills, Greensboro, N. C., has accepted the position of overseer of cloth room at the Proximity Mfg. Co., of the same place.

Overseer Suicides.

J. A. Donahue, who recently resigned as overseer of carding at the Highland Park Mills, Charlotte, N. C., committed suicide on May 10th by drinking carbolic acid. He was 33 years old and leaves a wife and one child.

Mill Men Control Cherryville.

Cotton mill men secured about all of the town offices at the recent election at Cherryville, N. C. A. H. Huss is mayor, with D. P. McClurd mayor pro tem. J. S. P. Carpenter and J. C. Ballard are street commissioners while S. S. Mauney and A. W. Howell are school commissioners.

Resigned After Twenty Years Service.

J. W. Robinson, who has been connected with the Trion Mfg. Co., at Trion, Ga., for twenty years as pressman, has tendered his resignation to take effect May 18, and has accepted a similar position with the LaFayette Cotton Mill at LaFayette, Ga.

Accident at Gaffney.

G. A. Sprouse, who works in the picker room of the Hamrick Mill, was so unfortunate as to have his arm broken while at work on Wednesday of last week. It seems that a belt which was running part of the machinery, was wrapped around his left arm, breaking the bone. Medical assistance was summoned and the injured man is now improving rapidly.

North Carolina Child Labor Committee.

At a meeting of the North Carolina child labor committee held at Raleigh, it was decided to call a special meeting at Chapel Hill, to be held on the day of university commencement week on which Hon. Woodrow Wilson is to speak there, for the purpose of reorganizing the committee. Prominent cotton mill men are to be invited to attend this meeting. The leaders of the movement in this State believe they have plans for progressive child labor legislation that will meet with the approval of cotton mill men generally in this State.

J. S. Carr, Jr., prominent manufacturer of Durham, has accepted a place on the committee and was at the conference just held. Editor Clarence H. Poe, of The Progressive Farmer is acting chairman of the committee.

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Want Cotton Tare Reduced.

Barcelona, Spain.—At the session of the International Cotton Congress a resolution was adopted recommending that members of the organization purchase for the present at least a portion of cotton on the basis of a net weight contract.

The resolution affirmed that this is the only way whereby the American planters can be induced to adopt a system of baling cotton which will reduce the tare to the smallest possible proportions.

Won Hill Climbing Contest.

W. R. Tattersall, superintendent of the Franklin Mill at Greer, S. C., won the recent hill climbing contest at Greenville, S. C.

He used a Buick car and won the free for all class, in addition to the prizes offered for that class, the beautiful Ottaray Cup, offered for the fastest South Carolina car. He made the climb in 162-5 seconds and drove the car himself. He traveled at the rate of one mile in 69 seconds, or 52.17 miles per hour.

Danker & Marston Take Agency.

We beg to announce that we have taken the American Agency for the account of Richard Harwood & Son, Ltd., of Bolton, England, spinners and doublers of fine yarns.

We are in position to offer the trade the product of this well known concern, which represents sixty years of experience, either from our own stock in Boston or in direct shipments from the mill.

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New Club Rooms at Aragon, Ga.

Aragon Mills of Aragon, Ga., have just completed a handsome club building for the benefit of its employees, the upper hall to be used by the Fraternal Orders of Aragon.

The lower hall is to be used as a library, reading room, for public entertainments, and by the kindergarten schools.

Services to dedicate the new building were held on Saturday night, May 6th, by the different Orders. About 225 were present, all members of either one or the other of the orders, except a few invited speakers.

Hon. Ed. Maddox, of Rome, acted as master of ceremonies. Speeches were made by Hon. I. F. Mundy and Hon. H. F. Joyner, of Rockmart, Hon. Claud Porter and Hon. Barry Wright, of Rome, Col. W. W. Mun-

dy, Col. J. L. Tilson, and Dr. England, of Cedartown, P. A. Redmond, agent of the Mills, Joe Randall, Worshipful Master of Lodge No. 513 and T. B. Goodwin. Noble Grand I. O. O. F. No. 37.

New Southern Representative.

E. A. Fairbanks, of Providence, R. I., has located at Charlotte, N. C., and will be the Southern representative of the Providence Drysalers Co., manufacturers of sizing, etc.

Mr. Fairbanks is a practical mill man of about twenty-five years experience, three years of which were spent in the South, where he filled the position of overseer of slashing and warping at the Dan River Mills, Danville, Va., and the Sibley Mfg. Co., Augusta, Ga.

South Carolina Cotton Manufacturers Invited to Meet in Charleston.

The Charleston commercial organizations have invited the South Carolina Cotton Manufacturers' Association to hold its annual meeting, next month at the Isle of Palms, Charleston Harbor. The Executive Committee has the invitation in hand and a decision is shortly expected. The association was scheduled to meet at Anderson, but canceled the arrangement, for lack of accommodations there.

She Knew.

Dentist (to old lady who wants tooth pulled): "Do you want gas, madam?"

Old Lady: "Well, I should say so. I don't propose to stay in the dark with you or any other man."—Ex.

The Selfish Brute!

The usual large crowd was gathered at the New York end of the Brooklyn Bridge waiting for trolley cars. An elderly lady, red in the face, flustered and fussy, dug her elbows into convenient ribs irrespective of owners.

A fat man on her left was the recipient of a particularly vicious jab. She yelled at him, "Say!"

He winced slightly and moved to one side.

She, too, side-stepped and thumped him vigorously on the back.

"Say!" she persisted, "does it make any difference which of these cars I take to Greenwood Cemetery?"

"Not to me, madam," he answered, slipping through an opening in the crowd.—Exchange.

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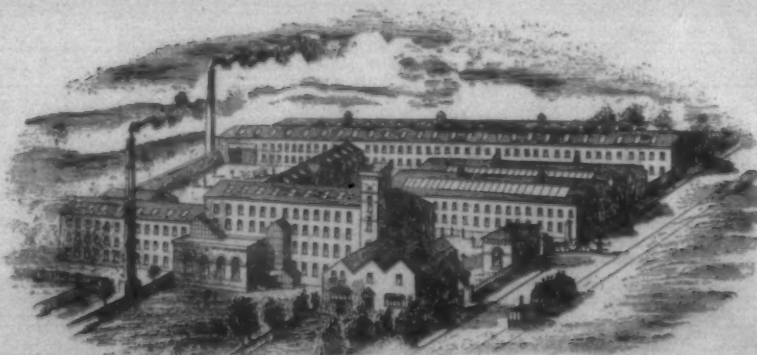
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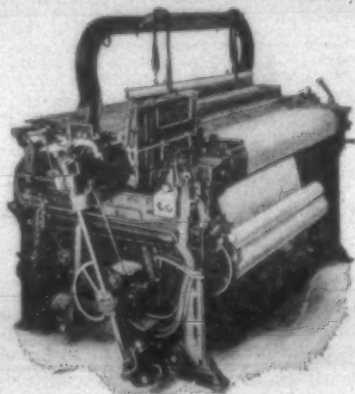
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